

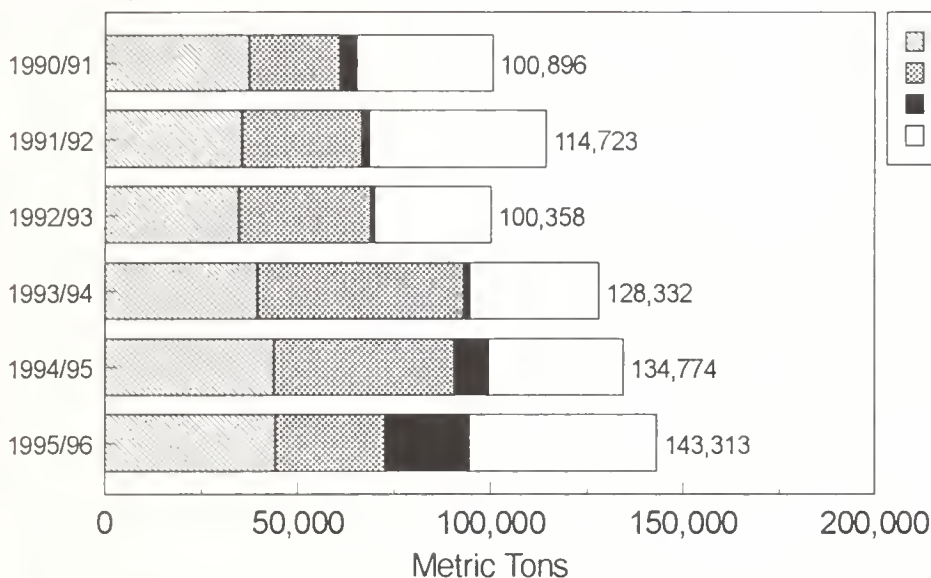
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World Horticultural Trade & U.S. Export Opportunities

U.S. Pear Exports Reached Record Volume and Value in 1995/96

Marketing Year



U.S. pear exports in marketing year 1995/96 reached a record 143,313 tons, valued at \$82.6 million (14 percent above the previous season's value). Expanded sales to Canada and Brazil more than offset lower shipments to Mexico.

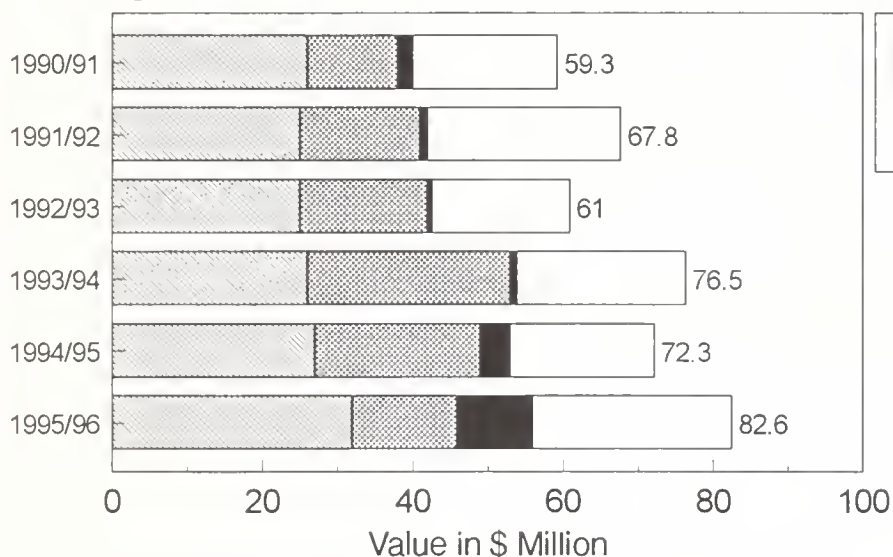
Sales to Canada, the largest U.S. market, expanded from \$27.4 million in 1994/95 to \$31.6 million in 1995/96 due to higher per unit prices.

Sales to Mexico, the second largest market, fell from \$22.1 million in 1994/95 to \$14.4 million in 1995/96 as imports in the first half of the marketing year were adversely affected by the December 1994 peso devaluation.

Sales to Brazil, the third largest U.S. market, more than doubled from \$4.0 million in 1994/95 to \$9.5 million in 1995/96.

Brazil has emerged as a key market for U.S. pears in the last 2 seasons. Moreover, Market Access Program (MAP) promotion dollars played a pivotal role in the expanded sales to Brazil in the 1995/96 season.

Marketing Year



Source: U.S. Bureau of Census
Marketing Year is July-June

[For more details regarding U.S. pear exports, see article on pages 19-23]

For further information, contact:
U.S. Department of Agriculture
Foreign Agricultural Service
Horticultural and Tropical Products Division
AG Box 1049
Washington, DC 20250-1049

Telephone: 202-720-6590
Fax: 202-720-3799

Frank J. Piason, Director
Robert B. Tisch, Deputy Director for Marketing
Howard R. Wetzel, Deputy Director for Analysis

ANALYSIS

Sam Rosa	202-720-6086	Fresh deciduous fruit, apple juice, olives, stone fruit, and CBI
Brian Grunenfelder	202-690-2702	Trade policy, food safety, and plant health group leader
Bill Janis	202-720-0897	Fresh and processed potatoes, tree nuts, tropical fruits
Bob Knapp	202-720-4620	Canned deciduous fruit, kiwifruit, NAFTA, PL-480 and GSM-102 export credits
Emanuel McNeil	202-720-2083	Fresh and processed vegetables, melons, bananas, nursery products, and cut flowers
Debra A. Pumphrey	202-720-8899	Coffee, cocoa, tea, spices, essential oils, and ginseng
Stephanie Riddick	202-720-9792	Dried fruit, avocados, beer, hops, berries, and circular coordinator
Joe Somers	202-720-2974	Situation and outlook group leader, fresh and processed citrus, trade forecasts, FAO citrus liaison, and circular editor
Debbie Seidband	202-720-6877	Sugar and honey
Yvette Wedderburn Bomersheim	202-720-4260	Wine and brandy, table grapes, NAFTA coordinator

MARKETING

Sarah Hanson	202-720-0911	Deciduous fruit
Ted Goldammer	202-720-8498	Citrus, hops, berries, and potatoes
Pamela McKenzie	202-720-8495	Canned deciduous fruit, grape juice, cranberry juice, kiwifruit, and honey
Wayne Molstad	202-720-0898	Vegetables, wine and brandy
Stacey Peckins	202-720-5330	Tree nuts, papaya, foliage, plants
Steve Shnitzler	202-720-8495	Dried fruit, avocados, and ginseng

For subscription questions or address changes, please contact Robertha McLean, 202-720-9445.

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Export Summary

U.S. exports of horticultural products to all countries in August reached \$718 million, up 1 percent or \$10.1 million from the same month a year earlier. Seven out of 15 categories of horticultural exports registered increases. Categories with the most significant increases in August were non-citrus fresh fruit (up \$18.8 million or 16 percent); wine (up \$8.8 million or 46 percent); canned vegetables (up \$6.6 million or 14 percent); and dehydrated vegetables (up \$5.5 million or 32 percent). The categories with the most significant decreases were tree nuts (down \$9.1 million or 9 percent); fresh citrus (down \$5.8 million or 18 percent); and miscellaneous products (down \$10.8 million or 7 percent). During the first 11 months (October-August) of fiscal year 1996, the total value of U.S. horticultural exports was \$8.57 billion -- 2 percent above the same time period last year.

All measures not otherwise noted are metric. One kilogram (kg.) = 2.2046 pounds,
1 metric ton = 2,204.62 pounds, 1 liter = 0.2642 gallon,
1 hectoliter (hl.) = 26.42 gallons, and 1 hectare (ha.) = 2.471 acres.

U.S. EXPORTS OF SELECTED HORTICULTURAL COMMODITIES
WORLD TOTAL, OCTOBER - SEPTEMBER YEAR
AUG 1996

NAME		QUANTITY				VALUES (1000 DOLLARS)					
GROUP	& COMMOOITY	CURR MO LAST YR	CURR MO CURR YR	YR TDATE LAST YR	YR TDATE CURR YR	LAST YEAR	CURR MON LAST YR	CURR MON CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
FRESH CITRUS	MT										
GRAPEFRUIT		8,926	7,573	475,169	493,377	481,743	5,140	4,383	235,658	256,376	239,515
LEMONS		8,030	9,877	119,820	126,402	126,121	11,688	10,240	111,429	109,411	120,393
ORANGES INCL. TM		24,564	18,683	560,473	499,389	580,755	14,608	11,110	311,623	277,895	324,139
OTHER CITRUS		419	408	23,949	27,794	22,918	342	228	20,459	24,521	20,790
Subtotal: ----		41,940	36,541	1,179,712	1,148,961	1,212,917	31,778	25,961	679,169	668,203	704,837
FR. FRUIT, NON-CIT	MT										
APPLES		30,823	34,280	635,132	527,669	663,049	21,484	23,570	384,812	345,096	405,155
AVOCADOS		1,890	1,544	11,246	9,024	12,490	1,760	1,001	12,202	11,298	13,229
CHERRIES SWT & TRT		1,693	1,697	29,262	34,535	30,268	1,444	1,566	138,953	130,531	139,776
GRAPES		23,810	31,354	147,543	176,386	204,786	30,887	39,407	190,640	228,015	250,678
KIWI FRUIT		1,550	86	9,433	5,276	9,505	190	107	12,999	7,321	13,084
MELONS		37,983	39,457	193,506	204,357	212,882	14,409	12,533	72,342	72,986	85,470
PAPAYA		607	550	7,708	7,740	8,261	1,470	1,404	16,724	17,254	18,107
PEACHES & NECTRNS		16,854	17,664	59,525	66,304	68,236	13,296	15,001	56,000	64,035	63,672
PEARS		8,100	9,345	115,641	133,583	127,961	4,983	5,770	64,295	76,966	71,528
PLUMS/PRUNES		9,844	24,066	33,569	56,270	40,432	12,481	21,020	40,327	50,526	48,373
STRAWBERRIES		5,016	5,433	44,009	50,172	49,320	10,181	9,779	77,305	82,452	86,630
OTHER NON-CITRUS		5,416	3,468	43,664	43,730	48,272	6,790	5,004	53,854	56,859	60,323
Subtotal: ----		141,187	167,944	1,330,637	1,315,049	1,475,462	119,375	138,163	1,125,456	1,143,840	1,256,023
CAN/PREP FRUIT	MT										
CHERRIES PART CN		410	194	4,968	6,058	5,133	528	278	6,089	7,089	6,336
FRUIT MIXTURES		1,755	2,799	24,569	23,727	28,895	2,226	3,361	30,337	27,875	34,377
MARACHINO CHERRY		499	2,668	4,368	16,269	20,915	1,069	513	9,141	13,266	10,196
PEACHES CANNED		1,677	963	18,590	16,269	20,915	1,469	833	16,741	19,700	19,088
PINEAPPLE CANNED		1,227	222	4,615	3,068	2,14	116	214	3,286	2,840	3,444
OTHER CANNED FRUIT		5,514	3,444	44,168	41,747	49,040	6,443	4,188	50,826	47,423	56,628
OTHER PREP/PRESER		5,647	5,047	66,118	71,427	75,940	6,004	5,332	68,979	72,240	76,828
Subtotal: ----		15,629	12,937	168,395	169,808	185,664	17,874	14,840	186,404	186,452	206,571
DRIED FRUIT	MT										
PRUNES, DRIED		4,553	5,301	54,466	56,645	60,238	11,331	11,410	128,948	126,957	142,075
RAISINS, DRIED		11,008	11,322	108,093	104,899	122,132	17,915	18,763	173,129	176,996	196,098
OTHER DRIED FRUIT		6,772	1,632	28,797	20,011	30,032	8,072	4,400	55,972	49,070	62,303
Subtotal: ----		22,334	18,255	191,356	181,556	214,402	37,318	34,573	358,050	353,023	400,476
FROZEN FRUIT	MT										
BLUEBERRIES FROZ		659	4,842	7,246	13,248	7,742	953	4,265	10,794	17,771	11,597
STRAWBERRIES FRO		2,901	1,377	23,769	29,784	25,730	3,655	1,628	30,993	25,830	33,530
OTHER FROZEN FRUIT		1,908	2,599	17,329	26,502	13,310	3,830	5,522	25,118	33,982	27,830
Subtotal: ----		5,468	8,817	48,345	59,536	52,782	7,438	9,415	66,905	77,382	72,957
FRUIT/VEG JUICES	KL										
GRAPEFRUIT JU, CN		4,682	4,611	52,005	57,557	55,966	2,816	3,323	38,722	40,436	41,669
ORANGE JUICE, CON		24,299	24,039	263,366	294,095	282,382	13,494	12,688	155,563	151,245	165,313
ORANGE JUICE, NOT		10,684	10,696	142,845	141,111	156,961	13,859	12,070	96,914	101,314	105,864
OTHER JUICES		40,975	39,432	382,912	447,510	428,750	30,099	26,184	289,855	319,614	319,189
Subtotal: ----		79,740	78,777	840,827	940,273	928,059	54,269	50,265	577,054	612,614	631,735
FRESH VEGETABLES	MT										
ASPARAGUS, FR, CH		884	491	18,132	14,188	18,544	2,462	2,269	65,680	51,243	66,818
BROCCOLI		6,176	6,398	109,326	121,356	116,621	5,143	4,394	85,254	78,430	91,261
CAULIFLOWER		6,515	5,581	90,709	97,798	99,327	4,385	3,741	67,960	65,429	73,676
CELERY		4,041	5,255	106,733	111,145	111,150	1,653	1,918	55,200	36,670	57,181
LETTUCE, FR CHLO		13,970	14,162	260,985	263,904	275,794	7,193	6,935	175,244	123,875	184,044
ONIONS		19,477	19,090	286,633	197,286	311,267	5,513	6,333	98,511	61,241	105,026
PEPPERS		1,504	2,455	48,747	56,859	50,147	1,271	1,795	47,582	45,220	48,727
TOMATOES		10,231	10,725	129,820	121,984	139,476	4,698	6,140	104,330	94,708	109,688
OTHER VEGETABLES		34,996	44,889	693,423	684,675	729,644	19,296	20,663	372,949	359,472	400,144
Subtotal: ----		97,793	109,046	1,744,508	1,669,193	1,848,971	51,613	54,188	1,077,711	916,288	1,136,564
VEG CANNED	MT										
KETCHUP		2,673	3,640	37,803	37,739	40,412	2,205	2,662	27,785	28,329	29,801
SWEET CORN, CANNE		8,555	10,930	152,713	155,876	165,153	7,706	9,532	125,532	125,883	138,095
TOMATO PASTE		9,985	11,426	78,706	89,875	86,613	5,317	6,495	65,124	69,319	71,449
TOMATO SAUCE		6,273	6,734	74,117	77,397	79,205	6,612	6,569	75,600	73,778	77,615
OTHER CAN VEG		21,768	23,415	214,489	232,617	234,435	25,502	27,644	256,696	289,628	281,163
Subtotal: ----		45,653	56,145	557,829	593,504	605,818	47,343	53,902	550,055	586,636	598,124
FROZEN VEGETABLES	MT										
FROZEN FRENCH FRY		26,256	31,190	327,157	320,747	353,131	19,346	22,459	240,765	234,340	260,204
FZN SWT CORN		3,587	4,491	60,231	54,797	65,341	3,014	3,860	53,070	46,881	57,478
OTHER POT FZN		3,669	2,613	23,503	18,765	25,303	2,028	1,980	18,899	16,868	20,454
OTHER FZN VEG		4,602	6,390	64,426	66,374	69,838	4,492	5,304	55,339	58,858	63,109
Subtotal: ----		38,114	44,683	475,317	460,683	513,614	28,881	33,603	371,073	356,247	401,245
VEG OEHYO	MT										
GARLIC OEHYO		710	1,029	7,165	8,752	7,832	1,703	2,209	16,762	19,796	18,414
ONIONS OEHYO		2,465	2,666	21,311	26,753	28,835	3,333	6,039	65,813	64,358	70,932
POTATOES OEHYO		4,459	5,524	34,958	46,696	46,525	5,373	6,373	65,317	76,171	69,410
OTHER OEHYO VEG		3,723	2,824	38,880	35,074	38,939	4,882	2,683	45,290	36,517	41,100
Subtotal: ----		11,428	14,651	132,314	135,265	143,037	16,852	22,303	198,499	213,485	215,741
TREE NUTS	MT										
ALMONDS UNSHLO		1,618	954	15,648	13,892	17,886	3,950	2,408	39,792	34,226	45,293
PISTACHIO UNSHLO		859	362	11,153	9,876	11,789	3,491	1,407	33,697	35,296	34,998
WALNUTS, SHLO		1,008	1,254	20,658	19,380	21,816	3,511	4,655	61,536	68,670	65,228
WALNUTS, UNSHLO		1,223	549	49,268	56,399	50,659	4,431	1,034	80,355	108,545	82,971
OTHER NUTS		4,149	5,432	55,276	68,472	58,762	12,361	15,147	149,929	191,200	162,713
ALMONDS SH/PREP		19,600	12,001	186,986	252,453	214,014	74,028	63,068	645,481	744,308	724,459
Subtotal: ----		27,457	20,553	338,989	420,472	374,926	96,772	87,719	1,009,790	1,181,645	1,115,362
NUSERY PRODUCTS											
CUT FLOWERS		0	0	0	0	0	3,830	3,827	34,192	41,905	38,519
OTHER NURSERY		0	0	0	0	0	9,657	8,813	149,233	145,460	157,643
Subtotal: ----		0	0	0	0	0	13,487	12,640	183,525	187,365	196,162
HOPS & PRODUCTS	MT										
HOP EXTRACT		266	137	4,302	3,438	4,394	3,890	1,971	68,758	55,460	70,105
HOP PELLETS		313	237	9,664	3,765	8,223	1,782	1,298	38,649	29,123	39,412
HOPS NFSP		81	56	2,482	3,765	3,854	1,606	1,584	38,787	16,158	17,720
Subtotal: ----		661	430	13,447	11,566	14,071	6,281	3,852	123,194	100,780	127,237
WINE	KL										
GRAPE WINES		10,386	13,834	112,401	137,291	123,670	17,538	26,227	181,762	251,258	200,973
OTHER WINE PROO		1,163	1,531	11,269	14,037	12,519	1,672	1,793	13,643	16,970	15,044
Subtotal: ----		11,549	15,365	123,670	151,328	136,189	19,210	28,020	195,404	268,228	216,017
MISCELLANEOUS	MIXED										
BEER & BEVERAGES		100,065	48,563	759,389	696,064	834,125	59,749	31,755	464,386	422,288	508,825
EATABLE PREPARATIO		15,497	18,220	180,899	190,772	194,915	60,466	71,771	750,453	730,217	801,363
GINSENG		41	18	827	834	908	911	1,396	58,481	72,894	65,653
POTATO CHIPS		5,531	3,710	63,718	54,360	69,692	14,849	9,392	172,227	154,516	190,479
OTHER MISC		0	0	0	0	0	0	33,918</			

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES
WORLD TOTAL, OCTOBER 1996
AUG 1996

NAME		QUANTITY					VALUES (1000 DOLLARS)				
GROUP & COMMODITY	CURR MO LAST YR	CURR MO CURR YR	YR TOTATE LAST YR	YR TOTATE CURR YR	LAST YEAR	CURR MON LAST YR	CURR MON CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	
FRESH FRUIT MT											
APPLES	11,730	12,990	134,707	167,564	142,316	9,908	9,044	93,548	99,883	95,959	
AVOCADOS	264	432	18,324	18,678	17,669	1,464	334	17,305	18,833	17,837	
BANANAS	293,143	308,224	3,382,193	3,454,457	3,673,713	86,476	88,829	965,409	998,900	1,052,734	
CANTALOUPE	133	47	274,193	333,504	174,961	26	17	81,297	105,900	81,334	
GRAPES	3,726	2,724	364,211	340,446	363,688	2,287	1,932	304,688	344,783	305,170	
KIWIFRUIT	15,084	10,887	139,288	165,822	142,045	11,760	4,772	118,209	63,393	120,811	
MANGOES	163	261	49,462	57,698	48,065	1,166	234	36,787	30,922	31,822	
PEACHES	56	5	47,996	57,294	48,065	50	3	45,948	33,916	45,533	
PEARS	8,470	9,481	116,731	118,639	124,862	2,944	4,508	39,940	44,668	42,335	
PINEAPPLES	5	2	26,774	30,011	26,776	14	4	45,948	54,499	42,335	
STRAWBERRY	277	33	262,120	327,439	262,325	65	9	86,048	92,725	86,115	
OTHER MELONS	49,969	54,560	470,054	497,530	508,412	24,238	32,174	210,316	246,564	224,758	
OTHER FRUIT	383,028	399,776	5,319,425	5,586,686	5,672,093	138,605	141,900	2,040,855	2,188,864	2,152,997	
DRIED FRUIT MT											
DRIED APRICOTS	713	529	12,825	12,772	14,220	1,358	1,447	20,859	27,231	23,594	
DRIED FIGS & PST	2,256	2,595	19,905	22,587	17,672	2,478	3,974	19,682	26,607	14,446	
OTHER DRIED FRUIT	3,173	3,132	44,610	40,225	48,446	4,795	5,426	63,008	69,301	69,561	
FROZEN FRUIT MT											
FZN BLUEBERRIES	1,757	2,050	7,329	7,805	8,365	2,408	3,606	9,969	11,190	11,188	
FZN STRAWBERRIES	418	168	26,241	20,808	26,585	415	183	26,247	33,369	26,549	
OTHER FZN FRUIT	2,417	3,782	23,022	20,906	24,786	2,481	4,025	25,194	35,488	27,294	
CANNED/PREP FRUIT MT											
CANNED OLIVES	10,130	6,554	65,779	67,724	73,806	15,552	16,900	156,057	169,784	168,702	
CANNED ORANGES	1,837	4,376	49,149	56,400	50,983	2,937	4,621	45,885	60,636	47,961	
CANNED PEACHES	24,334	28,047	17,273	25,267	29,817	11,830	20,844	100,199	178,903	10,779	
CANNED PINEAPPLE	2,724	2,724	27,833	28,009	29,817	11,830	20,844	100,199	178,903	10,779	
MIXED FRUIT	2,724	2,724	27,833	28,009	29,817	11,830	20,844	100,199	178,903	10,779	
PREP/FRUIT	2,724	2,724	27,833	28,009	29,817	11,830	20,844	100,199	178,903	10,779	
OTHER CANNED FRU	2,724	2,724	27,833	28,009	29,817	11,830	20,844	100,199	178,903	10,779	
FRUIT&VEG JUICE SSE KL											
APPLE JUICE	67,452	67,204	877,255	805,142	929,630	24,156	24,574	237,086	308,082	256,927	
COJ	28,616	37,912	844,988	774,214	885,508	7,282	10,166	172,066	204,237	182,626	
GRAPE JUICE	7,239	26,266	55,878	198,909	62,748	2,191	8,180	18,508	56,631	20,428	
PINEAPPLE JUICE	26,711	29,606	279,121	298,902	299,528	5,975	8,205	59,323	78,366	63,778	
OTHER JUICES	26,566	29,148	233,689	218,633	247,680	10,982	14,140	104,177	128,883	111,996	
FRESH VEGETABLES MT											
CARROT	641	625	22,476	21,712	22,685	767	964	29,039	26,111	29,250	
ASPARAGUS	3,034	2,670	22,096	20,103	22,685	767	964	29,039	26,111	29,250	
BELL PEPPER	1,033	2,628	124,297	109,425	104,322	9,933	4,564	51,747	26,996	29,684	
CARROTS	6,688	9,736	189,460	169,610	169,610	10,168	11,681	189,460	169,610	169,610	
CHILI PEPPER	10,332	14,684	64,700	64,700	64,700	10,332	14,684	64,700	64,700	64,700	
CUCUMBERS	4,831	4,922	23,480	23,480	23,480	4,831	4,922	23,480	23,480	23,480	
ONIONS	2,251	2,241	210,927	210,927	210,927	2,251	2,241	210,927	210,927	210,927	
POTATOES	2,904	6,758	219,355	468,449	246,481	5,565	5,565	40,197	144,626	44,605	
SQUASH	1,894	1,572	110,345	110,345	110,345	1,894	1,572	110,345	110,345	110,345	
TOMATOES	28,372	39,818	529,128	690,442	559,771	17,929	24,037	387,336	666,872	406,067	
OTHER FRESH VEG	28,211	39,818	368,327	690,442	396,143	13,316	14,780	326,855	666,872	406,067	
CANNED/DEHYD VEGE MT											
CND ARTICHOKES	2,742	2,983	18,144	24,226	20,902	5,298	4,799	32,673	41,635	37,732	
CND BEANS	2,742	2,983	18,144	24,226	20,902	5,298	4,799	32,673	41,635	37,732	
CND MUSHROOMS	2,742	2,983	18,144	24,226	20,902	5,298	4,799	32,673	41,635	37,732	
CND PIMIENTOS	2,742	2,983	18,144	24,226	20,902	5,298	4,799	32,673	41,635	37,732	
CND TOMATOES	2,742	2,983	18,144	24,226	20,902	5,298	4,799	32,673	41,635	37,732	
CND WATERCHNUTS	2,742	2,983	18,144	24,226	20,902	5,298	4,799	32,673	41,635	37,732	
TOMATO PST & SAU	2,742	2,983	18,144	24,226	20,902	5,298	4,799	32,673	41,635	37,732	
DRIED MUSHROOMS	2,742	2,983	18,144	24,226	20,902	5,298	4,799	32,673	41,635	37,732	
DRIED TOMATOES	2,742	2,983	18,144	24,226	20,902	5,298	4,799	32,673	41,635	37,732	
OTHER DEHYD VEG	2,742	2,983	18,144	24,226	20,902	5,298	4,799	32,673	41,635	37,732	
OTHER CAN VEG	2,742	2,983	18,144	24,226	20,902	5,298	4,799	32,673	41,635	37,732	
FROZEN VEGETABLES MT											
BROCCOLI FZN	14,690	11,074	155,156	168,616	169,617	9,282	6,784	92,396	94,078	101,122	
CAULIFLOWER FZN	14,690	11,074	155,156	168,616	169,617	9,282	6,784	92,396	94,078	101,122	
POTATO FZN	14,690	11,074	155,156	168,616	169,617	9,282	6,784	92,396	94,078	101,122	
OTHER VEG FZN	14,690	11,074	155,156	168,616	169,617	9,282	6,784	92,396	94,078	101,122	
TREE NUTS MT											
BRAZILS TOT	634	833	9,336	6,974	10,643	1,772	1,781	17,401	14,114	19,940	
CASHEWS TOT	5,062	7,005	50,550	54,672	55,279	23,165	34,975	221,801	269,150	243,622	
COCONUT	6,393	3,680	52,698	40,100	58,371	5,362	3,110	42,866	33,110	47,600	
PECANS	579	374	24,353	24,086	25,276	3,197	2,038	68,523	51,066	72,606	
OTHER NUTS	2,203	1,348	20,764	17,069	25,595	9,775	6,911	80,169	68,032	68,437	
NURSEY PRODUCTS M											
CARNATIONS	70,609	69,274	1,073,882	1,196,925	1,149,990	6,298	6,124	101,250	122,249	107,806	
CHRISTMAS TREES	1	1	1	1	1	1	1	1	1	1	
CHRYSANTHEMUS	45,444	46,228	572,154	624,467	621,067	6,240	7,704	76,663	84,622	83,689	
ROSES	57,294	57,534	704,889	770,920	621,067	11,035	11,035	138,065	173,675	147,987	
TULIP BULBS	130,866	146,151	219,477	236,552	321,236	16,650	16,650	138,065	173,675	147,987	
OTHER CUT FLOWER	0	0	0	0	0	0	0	0	0	0	
OTHER NURSEY PRO	0	0	0	0	0	0	0	0	0	0	
HOPS & PRODUCTS MT											
HOPS & PELLETS	1	63	5,161	5,365	5,191	12	477	34,244	37,979	34,467	
OTHER HOP PROO	0	0	5,555	5,503	5,555	4	0	3,404	3,688	3,404	
WINE KL											
RED WINE	9,906	14,065	111,981	140,008	121,295	33,529	50,395	401,701	524,521	435,141	
SPARKLING WINE	2,772	2,784	11,127	12,229	12,229	2,772	2,784	11,127	12,229	12,229	
WHITE WINE	8,386	10,010	89,873	98,889	94,531	26,756	39,600	298,986	386,956	306,543	
OTHER WINE PROO	3,374	7,788	26,650	41,003	30,172	8,667	14,856	86,392	106,130	84,108	
MISCELLANEOUS KL											
BEER & BEVERAGES	145,354	156,405	1,257,750	1,441,650	1,379,486	123,167	137,651	1,057,205	1,253,119	1,161,364	
OTHER MISC	0	0	0	0	0	0	0	0	0	0	
Grand Total:-----											

EXPORT NEWS AND OPPORTUNITIES

U.S. grapefruit exports increased for the 4th year straight in 1995/96

Marketing year 1995/96 (September-August) marks the 4th year in a row that the value and volume of U.S. grapefruit exports have increased. U.S. grapefruit exports in 1995/96 were valued at \$260 million, the second highest on record, and 8 percent above the previous season's value. Japan and the European Union accounted for the bulk of the value increase. The 1995/96 export value is slightly below the 1990/91 record of \$270 million, when per unit prices were exceptionally high due to the December 1989 freeze in Florida. The volume of U.S. grapefruit exports in 1995/96 also reached a near record 500,000 tons, 3 percent above last year's shipments. European Union countries accounted for the bulk of the increase in volume.

Relatively low grapefruit prices, good quality U.S. fruit, and ongoing Market Access Program (MAP) activities were the major reasons for the success in U.S. exports. U.S. sales to Japan of \$145 million, the largest single destination, benefited from retailers' U.S. grapefruit promotions, early harvest of Japan's domestic citrus crop, and expanded sales to cities outside Tokyo. Sales to the European Union were up sharply, mainly due to price.

Florida accounts for approximately 85 percent of total U.S. grapefruit exports. Nearly three-fifths of Florida's fresh market grapefruit was exported in 1995/96. This percentage of fresh market exports has been increasing. Continued strong grapefruit export sales are especially good news for Florida producers, coming at a time when domestic demand is down and production is increasing. Other major producing states -- California, Arizona and Texas -- also export grapefruit in increasing quantities. In each of these states, producer groups benefit from the Market Access Program.

GSM-102 Credit Guarantee Program: FY 1997 kicks off in October; horticultural products included in allocations to 14 countries totaling almost \$1.2 billion

At the start of the new fiscal year on October 1, 1996, over 50 horticultural products are included in General Sales Manager allocations totaling \$1.196 billion to 14 countries. As with last year, commodity specific allocations are not being announced. Rather, allocations are made on a "commodity basket" approach, i.e., one country allocation under which are listed several commodities and products that may be registered on a first-come, first-serve basis. This structure provides more flexibility to exporters in registering different sizes of shipments under the program. Credit amounts are allocated to countries for a variety of products on a first come first serve basis. As always, the GSM is open to amending the program to include products not mentioned in each announcement should importers or exporters indicate a reasonable demand for GSM credit. Table 1 lists registrations in FY 1997 through October 11 for various horticultural commodities and products. Through this program, the U.S. exporter can be paid by the U.S. bank immediately upon export if an irrevocable letter of credit is opened by the importer's bank and financed by the U.S. bank. The importer's bank then has up to 3 years to repay the U.S. bank. The following table presents FY 1997 allocations by country by product. Repayment terms vary under the program, from the standard 3-year to 90-day terms. *Cautionary information for use of the accompanying table: The table reflects only exporter applications for guarantees that have been entered into the GSM 102 computerized system. At any given time, exporter applications are in process, and not all of those received have been entered into the system. Moreover, all applications are initially entered into the system on a provisional basis until price reviews have been completed, the guarantee fee has been received, and the written guarantee has been issued. Thus, some applications now in the system may in the future be removed, and the*

FY 1997 GSM-102 Credit Guarantee Coverage 1/

Announced Allocations Country/Commodity	Exporter Applications FY 1996/1997 (\$1,000)	Approved FY 1996 (\$1,000)	Balance (\$1,000)
India	15,000	0	15,000
Treenuts 5/	0	0	0
Indonesia	100,000	0	100,000
Potatoes	0	0	0
Tree nuts	0	0	0
Fresh Fruit 6/	0	0	0
Dried Fruit 7/	0	0	0
Papua New Guinea	1,000	0	1,000
Canned Vegetables	0	0	0
Czech Republic	10,000	0	10,000
Potatoes	0	0	0
Fresh Fruit	0	0	0
Slovakia	10,000	0	10,000
Frozen Concentrated Orange Juice	0	0	0
Poland	25,000	0	25,000
Potatoes	0	0	0
Russia	30,000	0	30,000
Canned Vegetables 8/	0	0	0
Fresh Vegetables 9/	0	0	0
Fresh Fruits	0	0	0
Frozen Concentrated Orange Juice	0	0	0
Tree Nuts	0	0	0
Potatoes	0	0	0
Egypt	100,000	64,000	36,000
Fresh Fruit	0	0	0
Potatoes	0	0	0
Tunisia	20,000	0	20,000
Tree Nuts	0	0	0
East Caribbean Region 2/	50,000	0	50,000
Fresh fruit	0	0	0
Mexico	500,000	75,500	44,600
Tree Nuts	0	0	0
Fresh Fruits	0	0	0
Hops and Products	0	0	0
Potatoes (Cut and Frozen French Fries)	0	0	0
Andean Region 3/	200,000	8,100	191,900
Tree Nuts	0	0	0
Fresh Fruits	0	0	0
Dried Fruits	0	0	0
Frozen Fruits	0	0	0
Central America Region 4/	40,000	2,500	37,500
Potatoes	0	0	0
Argentina	20,000	0	20,000
Potatoes	0	0	0
Brazil	75,000	0	75,000
Fresh Fruit	0	0	0
Potatoes	0	0	0

1/ Coverage announced for FY 1997 as of October 11, 1996 as detailed in FAS Program Announcements (tel: 202-690-1621 for information); unless otherwise noted, terms are FOB, 90-days to 3 years. 2/ Barbados, Grenada, Guyana, St. Lucia, St. Vincent, and the Grenadines, Surinam, Trinidad and Tobago. 3/ Bolivia, Colombia, Ecuador, Chile, Peru, and Venezuela. 4/ Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and Panama. 5/ almonds, pecans, pistachios, walnuts, Hazelnuts. 6/ Apples, apricots, avocados, blueberries, cherries, grapes, grapefruit, kiwifruit, lemons, melons, (watermelons, cantaloup, and honeydew), nectarines, oranges, pears, plums, peaches, raspberries, strawberries, tangerines. 7/ raisins, prunes, dates, figs, apples. 8/ asparagus, beans, carrots, corn, peas, tomatoes, tomato paste. 9/ asparagus, beans, broccoli, carrots, cauliflower, celery, corn, garlic, lettuce, onions, peppers, potatoes, and tomatoes.

commodity balances correspondingly increased. For details on terms and authorizations, see the footnotes to the table. Note: applications to include other horticultural commodities and products in GSM-102 programs will be considered by FAS. (For further information on the GSM-102 program for horticultural commodities, contact Robert Knapp, 202-720-4620.)

Hong Kong: Another promising Asian market for U.S. beer exports

U.S. beer exports continue to do well in rapidly growing Asian markets. Rising incomes, policy changes, and internationally-minded young people are fast making Hong Kong one of the best prospects for beer exports. U.S. beer exports to Hong Kong have been steadily rising since 1992, increasing 62 percent from 1994 to 1995 (calendar year) to a value of nearly \$45 million. In the first 7 months of 1996, U.S. beer exports were up almost 5 percent above the previous year.

Several important factors have contributed to the recent rise of beer consumption in Hong Kong. First, beer consumption in general has been increasing in the 1990's. Total market demand was estimated at 170 million liters in 1994, up from 160 million in the previous year. Part of this growth is reportedly related to the trend of drinking lower priced alcoholic drinks. In addition, the 20-35 age group is interested in beers with a high-quality brand image. As a result, most of the growth and interest has been in premium beers, whose sales have more than doubled since 1992. Sales of premium beers will likely reach 50 million liters by 1997, up from 43 million liters in 1995. An increasing number of these sales have moved from the retail sector to consumption in bars and restaurants.

A recent duty rate revision has helped make imports more attractive. Domestic beers used to dominate the market, but by 1994, imports totaled 54 percent of the volume consumed. The U.S. continues to dominate the import market in

volume terms, capturing 48 percent of the import market in 1994. However, the Netherlands exports more in terms of value with its sales of Heineken. Given these trends, U.S. export opportunities should continue to be good, as American products generally have a good reputation in Hong Kong. Growth could be aided by increasing the number of American brands available in Hong Kong, especially in the premium segment for upscale consumers and the low priced segment where the leading brand's market share, San Miguel, has dramatically shrunk. Multi-packs of beer may also provide some opportunities because new supermarket delivery services makes these type of sales more practical for local consumers.

Potential market opportunity for U.S. "fresh green" asparagus in France

According to the U.S. Agricultural Counselor in Paris, U.S. fresh green asparagus of superior quality marketed in France during the off-season could possibly find a niche in the French market, provided that prices are competitive. However, the French consumer needs to be educated to the overall health value of U.S. fresh green asparagus. The principal marketing season for asparagus imports into France from EU countries, mainly Spain, runs from March to June.

Import policy

The customs duty on fresh asparagus imported into France is 14.1 percent ad valorem. As far as regulations are concerned, there are no restrictions on importing fresh asparagus into France. However, fresh asparagus, as well as some other fresh vegetables, are subject to EU quality norms, which mandate a quality inspection at the border of entry to the European territory to receive customs clearance.

Wholesale prices

The following are average wholesale price quotations for green and white asparagus at the Rungis wholesale market in Paris during the month of June 1996:

White asparagus:

Category I, Size + 16.....FF 17.00 per kilogram

Category I, Size + 22.....FF 22.79 per kilogram

White/Violet asparagus:

Category I, Size + 12/16...FF 7.83 per kilogram

Category I, Size + 16.....FF 11.73 per kilogram

Category I, Size + 16.....FF16.33 per kilogram

Category II, Size + 22.....FF8.91 per kilogram

Green asparagus.....FF28.00 per kilogram

Note: Approximately French Franc 500 is equivalent to \$99 dollars U.S.

Further details concerning French prices can be obtained by contacting the French Ministry of Agriculture at the following address:

Ms. Klipfel

Services Des Nouvelles-Ministere de l'Agriculture
202, rue de la Tour-Centra 124

94566 Rungis Cedex

Telephone: (1) 46- 87-35-09

Fax: (1) 46-87-84-98

Trade

French imports of fresh asparagus during calendar year 1995 totaled 9,534 tons valued 128 million Francs. The major French suppliers from the EU countries included Spain, Greece and Italy, with Peru and Morocco accounting for most of the balance from third countries. The U.S. share of total imports during the same period accounted for only about 1 percent in volume and 1.6 percent in value. In 1985, French imports of fresh asparagus totaled only about 635 tons. However, because of imports, French consumption of fresh asparagus have averaged about 0.6 kilograms per capita over the past several years.

Exports generated by the U.S. grape industry

The U.S. grape industry generated exports of \$817 million in 1995/96. Wine and table grapes each accounted for 34% of total export value

(\$280 million for wine, \$278 million for table grapes); raisins for 24 percent (\$199 million); and grape juice for 7 percent (\$60 million).

U.S. table grape export value reached a record \$278 million in marketing year 1995/96 (May-April), up 10 percent from a year ago and 26 percent above five years ago. Grape export volume also set a record of 226,892 metric tons, up 5 percent from last season. Exports were up to Canada, the largest market, although not at a record level. Hong Kong, the second largest market, accounted for about 60 percent of the increase in U.S. shipments. Other countries registering record increases were Malaysia, the Philippines, which became fourth largest market, and Indonesia. Mexico fell from the third largest market in 1994/95 to the fifth largest in 1995/96.

U.S. wine and wine product exports climbed to a record \$280 million during marketing year 1995/96 (August-July), their twelfth consecutive record-breaking season and a 33 percent gain over the preceding year. U.S. wine exports also set a volume record of 1.6 million hectoliters, 18 percent above both the previous season's volume and the previous record set in 1992/93. Increased exports were registered during 1995/96 to Canada (up 19 percent), the United Kingdom (up 35 percent), and Japan (up 15 percent). More varieties of higher quality U.S. wine, robust foreign demand, favorable exchange rates, and market promotion efforts under USDA's Market Access Program combined to boost exports in 1995/96.

Although lower in volume terms (down 1 percent), the value of U.S. raisin exports in 1995/96 (August-July) reached a record \$199 million, up 3 percent from 1994/95. Major markets for U.S. raisins in 1995/96 continued to be the United Kingdom (down 1 percent), Japan (up 2 percent), and Canada (down 5 percent). Dramatic increases in exports were registered during 1995/96 in other leading markets such as Germany (up 13 percent), Denmark (up 7 percent), and Hong Kong (up 20 percent).

U.S. grape juice exports in calendar year 1995

totaled 19 million gallons, valued at \$60 million, both a record. Main U.S. markets were Canada (\$24 million), Japan (\$19 million), and Korea (\$7 million). These markets accounted for more than three quarters of the total value of U.S. grape juice exports in 1995. Increased international demand, combined with good quality product, boosted U.S. grape juice sales to these markets.

WORLD TRADE SITUATION AND POLICY UPDATES

U.S. and Mexico finalize accord on tomato prices

The Department of Commerce announced October 28 that it had finalized an agreement with Mexican tomato growers to settle the antidumping investigation. The suspension agreement provides that Mexican tomato growers will not sell in the United States at less than a reference price based on the lowest average Mexican import prices for a recent period when there was no price suppression. Just prior to signing the suspension agreement, Commerce issued a preliminary determination of dumping, as required by law, finding a dumping rate of 17.56 percent for most Mexican growers. Because the agreement has been signed, the preliminary determination will not go into effect, and no dumping duties will be assessed as long as the agreement remains in effect. The reference price can be adjusted after one year if market conditions change significantly.

The agreement provides the mechanism by which normal values and reference prices are determined, and the manner in which these will be used to ensure compliance. The suspension agreement stems from an antidumping investigation initiated last April in response to a petition filed by Florida tomato growers. In 1995, U.S. imports of Mexican tomatoes increased nearly 60 percent from 1994. Florida tomato plantings for the upcoming 1996/97 season are reported to have declined significantly due to difficulty in obtaining financing brought on by uncertainty over Mexican import competition.

Colombia lifts fumigation requirement on fruits and vegetables from California and Florida

Colombia's plant quarantine agency, ICA, announced on October 17 that it was removing, effective immediately, its requirement that fruits and vegetables originating in the states of California and Florida be fumigated with methyl bromide before export. Other states, including Washington and Oregon, remain eligible to export without fumigation with methyl bromide. This requirement for California and Florida had represented a serious obstacle for exporters, since the fumigation process can significantly degrade fruit and vegetable quality and shorten shelf life. Colombia had established the requirement in response to concerns over oriental fruit fly detections in California and the issue of Caribbean fruit fly in Florida. To resolve the issue, which arose in January 1996, the Emerging Market Office's Technical Issue Resolution Fund was used to finance a visit by two ICA inspectors to California and Florida this past August to observe the pest detection and control systems in those two states. This visit was critical to the successful resolution of the issue. For the 12-month period ending August 1996, U.S. fruit and vegetable exports to Colombia were valued at \$7.3 million.

WORLD FRESH APPLE SITUATION AND U.S. EXPORT PERFORMANCE

Apple production in selected Northern Hemisphere countries in marketing year 1996/97 (July/June) is forecast at a record 37.0 million tons, 7 percent above last year's output. Increased production in China, Italy, Germany, and Poland is expected to offset a smaller overall apple crop in the United States, as well as in Belgium-Luxembourg and the Netherlands. Northern Hemisphere apple exports in 1996/97 are forecast at 3.2 million tons, down 3 percent from 1995/96 shipments. Smaller crops in most EU countries have reduced EU export prospects in 1996/97. U.S. apple exports in 1996/97, however, are forecast to increase 14 percent to 640,000 tons. Larger exportable supplies from northwestern states have improved overall U.S. exports prospects. Also, the United States has reached several technical agreements this year, which are expected to result in improved access to important markets.

Northern Hemisphere apple production is forecast to increase 7 percent due to larger crops in China, Poland, Italy, and Germany

The major apple producing countries in the Northern Hemisphere are expected to harvest a record 37.0 million tons in 1996/97, 7 percent above last season's revised output of 34.7 million tons. Increased production is expected in major apple producing countries such as China, Italy, Germany, and Poland. These increases are expected to more than offset smaller apple crops in the United States and France. China, the world's leading apple producer, accounts for about 40 percent of Northern Hemisphere apple output. In comparison, the United States and selected European Union (EU) countries combined account for another 35 percent.

U.S. apple production in 1996/97 is forecast down 1 percent from last year, to 4.81 million tons. Production in the western states is forecast up, particularly in the states of Washington and California, where favorable weather resulted in a 12-percent increase in both states, to 2.54 million and 430,920 tons, respectively. Output in the central states, (with Michigan down 41 percent, to 328,860 tons), is forecast down as a result of poor pollination, spotty fruit set, heavy rains, hard freezes, and hail

damage across much of the central region.

Production is expected to be below last year's output in 14 out of 16 eastern states because of excessive moisture in several areas and late-season freezes and hail storms in the southeast.

Apple production in China in 1996/97, which accounts for about 30 percent of China's total fruit output, is forecast to increase 14 percent to 16.0 million tons. This sharp increase in China's fruit output reflects the central government's strong support for rural development, coupled with farmers' enthusiasm for fruit production such as apples. Government fruit production incentives, like those in Shandong Province, include payments to farmers for shifting away from traditional variety apple trees and planting higher-yielding Fuji varieties.

All EU countries, except Germany and Italy, are forecast to have reduced output in 1996/97. Apple production in France, the leading EU producer, is forecast to decrease for the third consecutive year. Unfavorable weather conditions in the spring of 1996 in the southern and southwest regions of France will likely hamper production of all major apple varieties. These regions account for 85 percent of France's total apple crop. Belgium-Luxembourg accounts for the largest decline in 1996/97, with production

forecast down 46 percent to 277,400 tons. Adverse weather, including a long, unseasonably cold winter and a cold spring, resulted in a weak bloom and poor pollination. On the other hand, larger apple crops are forecast in Germany and Italy, the second and third major producers in the European Union. German apple production in 1996/97 is forecast at 1.7 million tons or 25 percent above the 1995/96 output, due mainly to an on-year in the bearing cycle. In Italy, favorable weather conditions offset a decline in planted area in some major apple producing regions. Consequently, Italy's 1996/97 apple crop is forecast to increase 4 percent to 2.0 million tons.

Larger apple crops in 1996/97 are also forecast in leading Eastern European countries. Production in Poland and Russia will benefit from favorable weather, a cyclical high yield season, and increased use of production inputs. In Hungary, apple production in 1996/97 is forecast to recuperate from the frost-damaged, record low crop in 1995/96. Unfavorable weather, low input use, and aging orchards, however, have adversely affected Hungary's apple production in recent years.

Japan's 1996/97 apple crop is forecast at 936,200 tons, down 3 percent from last season. The continued decline in Japan's apple production reflects both the transition in production to new varieties and the general contraction of Japanese agriculture.

Exports of apples from the Northern Hemisphere are forecast to decrease due to output shortfalls in leading EU's exporting countries

Total Northern Hemisphere apple exports in 1996/97 are forecast at 3.2 million tons, down 3 percent from last season's shipments. Smaller crops in most EU countries, specially those in France and Belgium-Luxembourg, have decreased overall EU export prospects in 1996/97. U.S. apple exports, however, are forecast to increase 14 percent in 1996/97 to 640,000 tons. Larger exportable supplies from northwestern states have improved overall U.S. export prospects in 1996/97. Also, the United States has reached several technical agreements this year which is expected to result in increased access to important markets. The EU and the United States account for more than 80 percent of annual Northern Hemisphere apple exports. Apple

shipments from Poland and China are also forecast to increase in 1996/97.

A smaller crop and, consequently, higher prices reduced U.S. apple exports in 1995/96

Apple exports from the United States in 1995/96 (valued at \$367 million) totaled 562,555 tons, 19 percent below the record 1994/95 shipments. A smaller crop in Washington state and strong domestic demand hampered total U.S. apple exports in 1995/96.

Asia continues to lead the U.S. export performance with 6 of the 10 top markets for apples. Canada, Mexico, the United Kingdom, and Brazil comprise the other top markets. Exports to Taiwan in 1995/96, the largest export market, were down 12 percent. Overall, U.S. apple shipments to top markets decreased in 1995/96, except to Indonesia where exports were up 14 percent. Indonesia has become an important market for U.S. fruit in recent years.

The United States has reached several technical agreements, which will result in continued access to important markets

In 1996 the United States has resolved a number of technical issues and quarantine measures, which will translate into continued access to important markets such as Brazil, Taiwan, and Colombia. Meetings between USDA officials and their Brazilian counterparts, held the week of July 15 in Brazil, resulted in agreements for the entry of apples into Brazil from all U.S. origins. In September, Taiwanese authorities and USDA representatives met for another round of technical trade talks, at which time the existing understanding on Taiwan's codling moth regulation was confirmed for the 1996/97 shipping season. On October 17, Colombia lifted its fumigation requirement for fruit and vegetables originating from the states of California and Florida. Market promotion efforts under the Market Access Program (MAP) will continue to assist in developing U.S. exports to these countries.

Recent developments in some U.S. markets are also expected to yield positive results for U.S. apple exports this season. In September, for example, the Government of Guatemala established a tariff rate quota of 5,000 tons for apple imports, far surpassing

its previous World Trade Organization (WTO) commitment of 157 tons. The new policy also eliminates Guatemala's import licensing requirement for apples and allows for imports year round. As the primary supplier of imported apples, the United States is expected to benefit most from the new Guatemalan policy.

Lower production in the EU in 1996/97 will likely increase import demand

Import demand for fresh apples in the EU is expected to rise in 1996/97. U.S. apple exports to the EU in 1995/96 totaled 35,479 tons, valued at \$21 million, down 33 percent and 19 percent, respectively, from 1994/95. The degree that U.S. apple exporters benefit this season will depend on successful marketing techniques and import regulations, such as the system of duty calculation and the new import licensing system.

Under the system of duty calculation, ad valorem import duties are assessed in one of three ways: 1) the importer can declare that the shipment is consistent with calculated, origin-specific standard import values (SIV), which are set by the EU Commission on a daily basis; 2) the importer could declare the actual CIF transaction value; or 3) a provision could be made for product brought in on consignment, with documentation and deposits.

Since its implementation in July 1995, U.S. exporters have raised concern over the EU customs valuation system. The EU's daily calculation of the SIV creates uncertainty for U.S. fruit and vegetable exporters, making it difficult to negotiate prices with EU importers. Moreover, many exporters disagree with the way the EU calculates the SIVs, saying that the method is not transparent.

In July 1996, the EU Management Committee for Fruits and Vegetables adopted a regulation imposing an import license requirement for eight products including apples, pears, table grapes, lemons, oranges, clementines/mandarins, and tomatoes. The licenses are supposed to be automatic, issued upon request, and valid for 30 days. A deposit of 15 ECU per metric ton of product must be made to obtain a license. Importers will reportedly be free to make a one time change in the origin of the fruit covered by the license. The stated justification for the licensing

measure is to enable the EU to better monitor import

volumes. The EU is reported to be within its GATT rights to impose an automatic import licensing regime for sensitive agricultural commodities, as long as the regime does not discriminate against imported product or distort trade.

The United States believes that the import licensing scheme will discourage trade by placing administrative burdens and costs on the trade. The new licensing requirements are generally considered to be unnecessary from both an import monitoring standpoint and a market stabilization standpoint, especially given the current entry price system with its extensive surveys of imports and the restrictions it already imposes on trade.

U.S. growth in the Japanese market will depend on effective marketing and Japan's cooperation to relax strict inspection requirements

U.S. apple exports to Japan in 1995/96 totaled 1,403 tons, down almost 90 percent from shipments in 1994/95. U.S. exporters have faced numerous obstacles to establishing a strong export program to Japan. Access to the Japanese market remains constrained due to a costly and stringent inspection process that requires, among other things, a tree-by-tree pest inspection. A narrower-than-expected price gap with Japanese apples has reduced trade and retail interest in U.S. varieties. Additionally, Japanese officials have approved imports of only Red and Golden Delicious apples originating in Washington state and Oregon, thus excluding other apple varieties and other states.

Nonetheless, the outlook for U.S. apples in Japan remains favorable. To achieve the potential for U.S. apple exports to Japan, however, it will be critical for U.S. suppliers to consider the price and quality of their apples, and to anticipate potential Japanese concerns over chemical residues. The USDA has continued to push for modifications to the existing apple export agreement that limits program participation to only qualified production areas of Golden and Red Delicious apples in the states of Washington and Oregon. The continued cooperation of the USDA, industry, and Japanese authorities will be indispensable to expanding access to other apple-producing areas of the United States as well as

the addition of other apple varieties.

Forecasts for Southern Hemisphere countries

It is still too early to make reliable forecasts for Southern Hemisphere countries in 1996/97. Forecasts will be available in the March 1997 issue of World Horticultural Trade & U.S. Export Opportunities.

(For further information on supply, distribution, and trade, contact Samuel Rosa at 202-720-6086. For information on production, contact Kelly Stzelecki at 202-720-6791.)

TABLE 1
APPLES: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES
(METRIC TONS)

Country Mktg. Year	Total Production	Commercial Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawals
NORTHERN HEMISPHERE COUNTRIES 1/								
EUROPEAN UNION (EU)								
Austria								
1993/94	318,200	157,200	4,100	322,300	25,800	292,500	4,000	0
1994/95	286,700	146,900	15,000	301,700	30,000	258,700	13,000	0
1995/96	324,200	156,600	40,800	365,000	80,000	265,000	20,000	0
1996/97 F	308,600	138,600	25,400	334,000	67,000	262,000	5,000	0
Belgium-Luxembourg								
1993/94	530,215	529,137	75,000	605,215	155,000	269,066	106,000	75149
1994/95	527,650	526,550	100,244	627,894	170,366	298,558	142,500	16470
1995/96	513,935	512,740	65,000	578,935	195,000	268,705	115,000	230
1996/97 F	277,375	275,775	150,000	427,375	90,000	266,375	70,000	1000
Denmark								
1993/94	85,000	45,000	25,000	110,000	3,000	80,000	26,500	500
1994/95	77,500	37,500	31,600	109,100	1,600	85,000	22,000	500
1995/96	65,000	30,000	38,057	103,057	1,756	82,801	18,000	500
1996/97 F	65,000	30,000	40,000	105,000	1,800	84,700	18,000	500
France								
1993/94	2,079,000	2,043,700	97,200	2,176,200	620,200	874,600	238,900	442500
1994/95	2,166,300	2,128,300	86,200	2,252,500	642,800	953,400	275,000	381300
1995/96	2,088,500	2,055,500	53,000	2,141,500	860,000	912,500	275,000	94000
1996/97 F	2,055,000	2,020,000	60,000	2,115,000	820,000	920,000	275,000	100000
Germany								
1993/94	1,718,500	882,500	717,718	2,436,218	43,856	1,300,000	1,046,062	46300
1994/95	2,079,500	879,500	631,858	2,711,358	65,078	1,453,200	1,166,680	26400
1995/96	1,373,000	573,000	900,000	2,273,000	40,000	1,150,000	1,083,000	0
1996/97 F	1,717,000	717,000	900,000	2,617,000	40,000	1,300,000	1,277,000	0
Greece								
1993/94	325,341	312,341	11,008	336,349	9,045	220,795	800	105709
1994/95	321,996	309,096	17,870	339,866	20,065	222,801	600	96400
1995/96	300,581	288,481	16,000	316,581	13,611	224,770	2,000	76200
1996/97 F	290,000	278,000	18,000	308,000	15,000	212,000	1,000	80000
Italy								
1993/94	2,145,000	2,105,000	32,830	2,177,830	430,108	1,133,722	509,000	105000
1994/95	2,153,000	2,113,000	39,000	2,192,000	488,000	1,228,000	450,000	26000
1995/96	1,889,000	1,849,000	40,000	1,929,000	500,000	1,039,000	390,000	0
1996/97 F	1,964,000	1,924,000	40,000	2,004,000	480,000	1,104,000	420,000	0
Netherlands								
1993/94	670,000	603,000	252,876	922,876	448,765	365,111	84,000	25000
1994/95	590,000	530,000	277,736	867,736	350,676	419,221	70,218	27621
1995/96	595,000	535,000	330,000	925,000	520,000	308,356	71,644	25000
1996/97 F	490,000	440,000	350,000	840,000	465,000	300,000	60,000	15000
Spain								
1993/94	890,500	860,500	147,000	1,037,500	40,000	730,500	210,000	57000
1994/95	739,400	714,400	143,400	882,800	34,800	682,000	141,000	25000
1995/96	842,400	817,400	135,500	977,900	44,900	684,000	209,000	40000
1996/97 F	810,800	785,800	120,000	930,800	35,800	680,000	180,000	35000
Sweden								
1993/94	67,562	17,562	90,379	157,941	1,508	150,000	6,433	0
1994/95	70,000	20,000	90,000	160,000	1,500	151,500	7,000	0
1995/96	66,700	16,700	90,000	156,700	1,300	150,400	5,000	0
1996/97 F	66,700	16,700	90,000	156,700	1,300	151,400	4,000	0
United Kingdom								
1993/94	324,600	324,600	418,897	743,497	55,895	650,999	35,706	897
1994/95	275,832	275,832	434,803	710,701	53,101	626,480	30,348	772
1995/96	198,721	198,721	488,410	687,131	36,938	627,517	21,859	817
1996/97 F	183,843	183,843	512,830	696,673	42,210	633,588	20,223	652

TABLE 1
APPLES: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES
(METRIC TONS)

Country Mktg. Year	Total Production	Commercial Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawals
SUBTOTAL EU								
1993/94	9,153,918	7,880,540	1,872,008	11,025,926	1,833,177	6,067,293	2,267,401	858055
1994/95	9,287,938	7,681,138	1,867,717	11,155,655	1,857,986	6,378,860	2,318,346	600463
1995/96	8,257,037	7,033,142	2,196,767	10,453,804	2,293,505	5,713,049	2,210,503	236747
1996/97 F	8,228,318	6,809,718	2,306,230	10,534,548	2,058,110	5,914,063	2,330,223	232152
OTHER NORTHERN HEMISPHERE COUNTRIES								
Bulgaria								
1993/94	109,858	82,000	23,397	133,255	639	55,000	60,616	17,000
1994/95	76,477	57,400	16,159	92,636	597	44,600	38,239	9,200
1995/96	80,000	62,400	9,000	89,000	350	45,000	34,650	9,000
1996/97 F	90,000	72,000	8,000	98,000	450	53,000	34,550	10,000
Canada								
1993/94	488,400	488,400	98,416	586,816	50,196	343,620	193,000	0
1994/95	553,483	553,483	100,952	654,435	76,762	357,673	220,000	0
1995/96	590,834	590,834	100,734	691,568	98,978	362,590	230,000	0
1996/97 F	560,000	560,000	105,000	665,000	85,000	365,000	215,000	0
China, Peoples Republic of								
1993/94	9,070,000	6,350,000	1,049	9,071,049	119,418	8,497,631	454,000	0
1994/95	11,125,000	7,787,500	3,438	11,128,438	107,212	10,464,976	556,250	0
1995/96	14,010,000	9,807,000	7,807	14,017,807	117,933	13,287,999	611,875	0
1996/97 F	16,000,000	11,200,000	2,000	16,002,000	150,000	15,052,000	800,000	0
Hungary								
1993/94	819,000	426,000	0	819,000	231,000	298,000	290,000	0
1994/95	610,000	330,000	3,400	613,400	101,200	162,200	350,000	0
1995/96	353,000	250,000	45,000	398,000	34,000	131,000	233,000	0
1996/97 F	475,000	280,000	12,000	487,000	70,000	165,000	252,000	0
Japan								
1993/94	1,011,000	928,700	50	1,011,050	2,140	828,010	180,900	0
1994/95	989,300	909,700	8,900	998,200	1,800	814,000	182,400	0
1995/96	963,300	879,100	1,089	964,389	2,506	798,883	163,000	0
1996/97 F	936,200	852,700	5,500	941,700	2,000	789,700	150,000	0
Mexico								
1993/94	538,000	468,000	160,000	698,000	0	578,000	120,000	0
1994/95	488,000	438,000	80,000	568,000	0	483,000	85,000	0
1995/96	427,000	387,000	72,000	499,000	0	429,000	70,000	0
1996/97 F	465,000	430,000	75,000	540,000	0	470,000	70,000	0
Norway								
1993/94	58,559	27,390	33,335	91,894	0	71,648	9,932	10,314
1994/95	45,291	16,593	42,354	87,645	0	67,344	2,700	17,601
1995/96	52,559	22,596	39,344	91,903	0	67,646	3,042	21,215
1996/97 F	48,956	19,710	40,000	88,956	0	66,566	3,000	19,390
Poland								
1993/94	1,842,000	1,500,000	44,000	1,886,000	176,000	560,000	1,150,000	0
1994/95	1,441,000	1,241,000	26,560	1,467,560	115,100	354,460	998,000	0
1995/96	1,288,000	1,088,000	25,571	1,313,571	138,950	394,621	780,000	0
1996/97 F	1,500,000	1,300,000	20,000	1,520,000	150,000	400,000	970,000	0
Romania								
1993/94	1,097,158	972,158	7,000	1,104,158	60,000	864,158	150,000	30,000
1994/95	525,000	450,000	7,000	532,000	30,000	410,000	77,000	15,000
1995/96	500,000	420,000	7,900	507,900	40,000	372,900	85,000	10,000
1996/97 F	470,000	400,000	5,000	475,000	30,000	333,000	100,000	12,000
Russian Federation								
1993/94	1,425,000	1,070,000	175,000	1,600,000	0	720,000	480,000	400,000
1994/95	1,154,000	804,000	423,960	1,577,960	1,520	744,600	503,700	328,140
1995/96	1,050,000	710,000	407,350	1,457,350	310	710,000	450,500	296,540
1996/97 F	1,150,000	795,000	435,000	1,585,000	1,000	715,000	470,000	399,000

TABLE 1
APPLES: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES
(METRIC TONS)

Country Mktg. Year	Total Production	Commercial Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawals
Serbia/Montenegro								
1993/94	190,000	135,000	0	190,000	0	156,000	34,000	0
1994/95	148,000	103,000	0	148,000	0	103,000	45,000	0
1995/96	141,000	96,000	12,000	153,000	0	94,000	59,000	0
1996/97 F	152,000	105,000	1,000	153,000	0	101,000	52,000	0
Slovakia								
1993/94	112,000	107,000	0	112,000	17,000	65,000	30,000	0
1994/95	57,000	53,000	14,400	71,400	4,400	54,000	13,000	0
1995/96	38,100	35,100	800	38,900	400	32,500	6,000	0
1996/97 F	54,000	50,000	1,000	55,000	500	45,500	9,000	0
Taiwan								
1993/94	8,128	8,128	107,544	115,672	0	115,672	0	0
1994/95	8,469	8,469	131,744	140,213	23	140,190	0	0
1995/96	9,482	9,482	110,432	119,914	0	119,914	0	0
1996/97 F	8,000	8,000	134,000	142,000	0	142,000	0	0
Turkey								
1993/94	2,080,000	2,080,000	36,795	2,116,795	30,676	1,982,119	104,000	0
1994/95	2,095,000	2,095,000	8,378	2,103,378	30,021	1,968,607	104,750	0
1995/96	2,100,000	2,100,000	1,000	2,101,000	30,000	1,966,000	105,000	0
1996/97 F	2,100,000	2,100,000	1,000	2,101,000	30,000	1,966,000	105,000	0
United State 2/								
1993/94	4,846,500	4,846,500	111,075	4,957,575	608,577	2,330,568	2,018,430	0
1994/95	5,216,600	5,216,600	126,404	5,343,004	697,829	2,392,995	2,252,180	0
1995/96	4,869,800	4,869,800	168,729	5,038,529	562,555	2,342,046	2,133,928	0
1996/97 F	4,811,900	4,811,900	180,000	4,991,900	640,000	2,361,900	1,990,000	0
SUBTOTAL OTHER NORTHERN HEMISPHERE COUNTRIES								
1993/94	23,695,603	19,489,276	797,661	24,493,264	1,295,646	17,465,426	5,274,878	457,314
1994/95	24,532,620	20,063,745	993,649	25,526,269	1,166,464	18,561,645	5,428,219	369,941
1995/96	26,473,075	21,327,312	1,008,756	27,481,831	1,025,982	21,154,099	4,964,995	336,755
1996/97 F	28,821,056	22,984,310	1,024,500	29,845,556	1,158,950	23,025,666	5,220,550	440,390
TOTAL NORTHERN HEMISPHERE COUNTRIES								
1993/94	32,849,521	27,369,816	2,669,669	35,519,190	3,128,823	23,532,719	7,542,279	1315369
1994/95	33,820,558	27,744,883	2,861,366	36,681,924	3,024,450	24,940,505	7,746,565	970404
1995/96	34,730,112	28,360,454	3,205,523	37,935,635	3,319,487	26,867,148	7,175,498	573502
1996/97 F	37,049,374	29,794,028	3,330,730	40,380,104	3,217,060	28,939,729	7,550,773	672542
SOUTHERN HEMISPHERE COUNTRIES								
Argentina								
1993/94	1,006,384	1,006,384	5,465	1,011,849	146,799	310,000	555,050	0
1994/95	1,146,000	1,146,000	6,206	1,152,206	243,320	282,000	626,886	0
1995/96	986,000	986,000	5,000	991,000	200,000	256,000	535,000	0
1996/97 F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Australia								
1993/94	307,000	307,000	0	307,000	28,637	158,363	120,000	0
1994/95	345,000	345,000	0	345,000	40,930	169,500	134,570	0
1995/96	279,000	279,000	0	279,000	25,000	149,000	105,000	0
1996/97 F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Brazil								
1993/94	456,800	456,800	87,682	544,482	30,145	494,337	20,000	0
1994/95	483,200	483,200	95,000	578,200	12,085	526,115	40,000	0
1995/96	515,600	515,600	100,000	615,600	10,000	525,600	80,000	0
1996/97 F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

TABLE 1
APPLES: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES
(METRIC TONS)

Country Mktg. Year	Total Production	Commercial Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawals
Chile								
1993/94	800,000	790,000	0	800,000	346,700	90,000	363,300	0
1994/95	860,000	850,000	0	860,000	432,600	92,000	335,400	0
1995/96	910,000	900,000	0	910,000	450,000	94,000	366,000	0
1996/97 F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
New Zealand								
1993/94	438,000	383,000	384	438,384	219,000	53,000	166,384	0
1994/95	480,700	430,700	94	480,794	321,900	53,000	105,894	0
1995/96	505,800	460,800	90	505,890	322,000	53,000	130,890	0
1996/97 F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
South Africa, Republic of								
1993/94	637,692	637,692	0	637,692	224,731	225,844	187,117	0
1994/95	576,737	576,737	0	576,737	213,780	209,693	153,264	0
1995/96	645,200	645,200	0	645,200	205,513	256,312	183,375	0
1996/97 F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
TOTAL SOUTHERN HEMISPHERE COUNTRIES								
1993/94	3,645,876	3,580,876	93,531	3,739,407	996,012	1,331,544	1,411,851	0
1994/95	3,891,637	3,831,637	101,300	3,992,937	1,264,615	1,332,308	1,396,014	0
1995/96	3,841,600	3,786,600	105,090	3,946,690	1,212,513	1,333,912	1,400,265	0
1996/97 F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
WORLD GRAND TOTAL								
1993/94	36,495,397	30,950,692	2,763,200	39,258,597	4,124,835	24,864,263	8,954,130	1,315,369
1994/95	37,712,195	31,576,520	2,962,666	40,674,861	4,289,065	26,272,813	9,142,579	970,404
1995/96	38,571,712	32,147,054	3,310,613	41,882,325	4,532,000	28,201,060	8,575,763	573,502
1996/97 F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

1/ Data for Northern Hemisphere countries are for a July/June marketing year, except for Mexico and France which are August/July. In the Southern Hemisphere the marketing year begins on January 1 of the second year indicated, except for Chile where the year starts on February of the second year indicated, and New Zealand where the year starts in October of the first year indicated. For Austria, processing apples are not included in production.

F= Forecast

WORLD FRESH PEAR SITUATION AND U.S. EXPORT PERFORMANCE

Pear production in the Northern Hemisphere in 1996/97 is forecast at 4.7 million tons, 2 percent above last year, based on a larger harvest in the European Union. Northern Hemisphere pear exports in 1996/97 are forecast at about 725,000 tons, slightly below last season's shipments. A smaller harvest in the United States of Anjous, the principal U.S. export variety, and lower exportable supplies in some EU countries have decreased 1996/97 Northern Hemisphere export prospects. The European Union and the United States combined normally account for more than 90 percent of Northern Hemisphere pear exports. U.S. pear exports in 1996/97 are forecast at 135,000 tons, down 6 percent from the last season's record, based on the smaller pear crop forecast. U.S. pear exports in 1995/96 reached a record 143,000 tons. Brazil accounted for most of the increase in U.S. sales and emerged as a key market.

Pear production in the Northern Hemisphere in 1996/97 is forecast at 4.7 million tons, 2 percent above last season's output primarily due to a larger EU harvest

Pear production in selected countries of the Northern Hemisphere in 1996/97 is forecast to increase 2 percent as larger crops throughout most of Europe are expected to make up for the short crop in the United States. The United States is the world's largest pear producer.

The U.S. pear crop for 1996/97 is forecast at 710,700 tons, down 17 percent from 1995/96. The downturn in production is the result of unusually cold weather in February in Washington and Oregon, and cool spring weather elsewhere, which adversely affected fruit sizes. Bartlett pear production in California, Oregon, and Washington is forecast at 371,950 tons, off 18 percent from a year ago. Substantial declines in Oregon and Washington of 36 and 47 percent, respectively, were partially offset by a 9-percent increase in California where the 1996/97 crop is estimated at 244,940 tons. Production of pears other than Bartlett in these three main-producing states is forecast down 18 percent overall, with the crop in

Washington State estimated at 158,760 tons, a 27-percent reduction from last season.

Production of pears in the European Union is forecast to increase 8 percent in 1996/97 to 2.8 million tons. The 1996/97 pear harvest in Italy, the EU's main producer, is forecast at 1.0 million tons, up 8 percent from 1995/96, due to favorable weather conditions. Likewise, Spain's pear crop, the second largest in the EU, is forecast to increase 24 percent in 1996/97 to 584,300 tons.

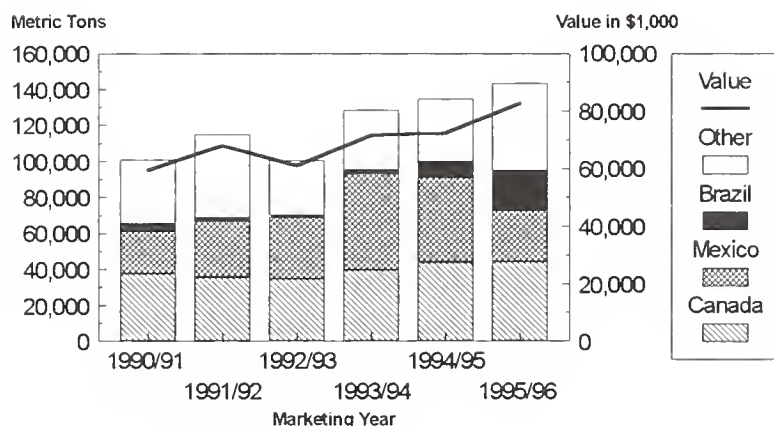
Japan's 1996/97 pear crop is forecast at 429,400 tons, up 7 percent from last season, because of favorable weather. Japan's production of Nashi pears (Japanese sand pears) comprises over 95 percent of the annual crop. The volume of Western-style pears produced in Japan is small, approximately 21,000 tons, but output is expanding gradually.

Turkey's production of pears has remained stable for the past few years at 410,000 tons. There is the potential for moderate expansion in Turkey because, out of 14.3 million trees, 2.5 million trees have not reached the bearing stage.

Exports of pears from the Northern Hemisphere are forecast down 5 percent in 1996/97

Northern Hemisphere pear exports in 1996/97 are forecast at 645,000 tons, down 5 percent from last season. Lower supplies in leading EU exporting countries, mainly Belgium-Luxembourg and the Netherlands, and reduced output in the United States of Anjou's, the principal U.S. export variety, are expected to hamper overall pear shipments from the Northern Hemisphere in 1996/97. Exports from the EU (including intra-trade) are forecast to fall 6 percent to 568,695 tons, while U.S. exports are also forecast to fall 6 percent to 135,000 tons. The European Union and the United States combined normally account for more than 90 percent of Northern Hemisphere pear exports.

U.S. Pear Exports Reached Record Volume and Value in 1995/96



Source: U.S. Bureau of Census
Marketing Year is July-June

U.S. pear exports set a record in 1995/96

U.S. pear exports in marketing year 1995/96 reached a record 143,313 tons, valued at \$82.6 million (14 percent above the previous season's value). Expanded sales to Canada and Brazil more than offset lower shipments to Mexico. Sales to Canada, the largest U.S. market, expanded from \$27.4 million in 1994/95 to \$31.6 million in 1995/96 due to higher per unit prices. Sales to Mexico, the second largest market, fell from \$22.1 million in 1994/95 to \$14.4 million in 1995/96 as

imports in the first half of the marketing year were adversely affected by the December 1994 peso devaluation. Sales to Brazil, the third largest U.S. market, more than doubled from \$4.0 million in 1994/95 to \$9.5 million in 1995/96.

Brazil has emerged as a key market for U.S. pears in the last 2 seasons. Moreover, MAP promotion dollars played a pivotal roll in the expanded sales to Brazil in the 1995/96 season. Although limited industry funds had been previously used for promotion in Brazil, FY 96 represented the first significant promotion budget for U.S. pears in Brazil. About \$50,000 in MAP funds were matched by \$90,000 in industry funds. This budget allowed for in-store promotions to be held for the first time in Brazilian supermarkets. Also, Brazil's phytosanitary import requirements for pears has been favorably resolved. The resulting agreement will help to ensure continued, uninterrupted access to this important new market. Trade sources believe Brazil has the potential to become number 2 or perhaps the top U.S. pear market.

Pear exports to both Canada and Taiwan continued growing during 1995/96. Exports to Canada reached 44,348 tons valued at \$32 million. Growth in Canadian imports reflect the rise in consumption of fresh pears, as the eating habits of new immigrants tend to favor this fruit. The major U.S. competitors in Canada are Chile, Argentina, and South Africa. Taiwan has also been a consistent growth market as well as being the 4th-leading market for U.S. pears. Exports in 1995/96 totaled 11,438 tons valued at \$5 million, up 33 percent and 29 percent, respectively.

It is still too early to make reliable forecasts for Southern Hemisphere countries in 1996/97. Forecasts will be available in the March 1997 issue of World Horticultural Trade & U.S. Export Opportunities.

(For further information on supply, distribution, and trade, contact Samuel Rosa at 202-720-6086. For information on production, contact Kelly Stzelecki at 202-720-6791.)

TABLE 1
PEARS: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES
(METRIC TONS)

Country Mktg. Year	Total Production	Commercial Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	ithdrawals
NORTHERN HEMISPHERE COUNTRIES 1/								
EUROPEAN UNION (EU)								
Austria								
1993/94	44,000	8,900	17,000	61,000	0	61,000	0	0
1994/95	37,600	7,300	22,400	60,000	0	60,000	0	0
1995/96	46,500	6,100	18,000	64,500	2,500	61,000	1,000	0
1996/97 F	36,500	6,300	28,500	65,000	2,000	62,000	1,000	0
Belgium-Luxembourg								
1993/94	147,020	146,858	20,645	167,665	100,369	52,788	7,500	7,008
1994/95	155,090	154,540	14,452	169,542	99,826	58,586	8,000	3,130
1995/96	157,285	156,955	15,000	172,285	104,000	57,816	8,000	2,469
1996/97 F	135,560	135,260	18,000	153,560	87,500	57,560	6,000	2,500
Denmark								
1993/94	8,200	6,200	8,000	16,200	200	15,950	0	50
1994/95	7,800	5,800	8,500	16,300	200	16,050	0	50
1995/96	7,400	5,600	9,134	16,534	112	16,372	0	50
1996/97 F	7,500	5,700	9,000	16,500	100	16,350	0	50
France								
1993/94	251,100	245,500	108,000	359,100	57,600	249,900	45,000	6,600
1994/95	343,600	336,800	84,200	427,800	80,200	279,500	45,000	23,100
1995/96	308,600	302,600	80,000	388,600	68,000	252,600	45,000	23,000
1996/97 F	350,000	343,000	75,000	425,000	80,000	280,000	45,000	20,000
Germany								
1993/94	414,000	43,000	165,320	579,320	7,619	280,320	290,501	880
1994/95	418,700	38,700	166,994	585,694	6,026	292,821	286,675	172
1995/96	419,500	39,500	170,000	589,500	10,000	264,500	314,800	200
1996/97 F	436,000	36,000	160,000	596,000	8,000	270,000	318,000	0
Greece								
1993/94	81,045	78,615	2,857	83,902	170	70,407	8,365	4,960
1994/95	72,995	70,805	9,004	81,999	657	68,872	10,550	1,920
1995/96	55,500	53,830	13,000	68,500	610	59,640	7,700	550
1996/97 F	65,000	63,000	10,000	75,000	500	67,750	6,250	500
Italy								
1993/94	938,000	878,000	79,174	1,017,174	153,463	723,711	130,000	10,000
1994/95	1,022,000	962,000	153,000	1,175,000	177,000	881,000	110,000	7,000
1995/96	958,000	900,000	105,000	1,063,000	169,000	784,000	110,000	0
1996/97 F	1,039,000	979,000	105,000	1,144,000	170,000	864,000	110,000	0
Netherlands								
1993/94	170,000	153,000	86,339	256,339	154,421	96,718	4,000	1,200
1994/95	140,000	125,000	84,344	224,344	141,728	79,200	1,092	2,324
1995/96	165,000	148,000	90,000	255,000	180,000	70,680	3,320	1,000
1996/97 F	130,000	117,000	85,000	215,000	131,000	80,000	3,000	1,000
Spain								
1993/94	474,600	455,400	31,100	505,700	40,400	436,800	20,000	8,500
1994/95	543,000	518,000	21,000	564,000	77,500	439,000	22,500	25,000
1995/96	469,000	454,000	37,500	506,500	64,400	413,300	20,800	8,000
1996/97 F	584,300	564,300	15,000	599,300	86,000	461,000	22,300	30,000
Sweden								
1993/94	8,593	2,593	29,083	37,676	262	37,414	0	0
1994/95	5,800	1,000	30,000	35,800	260	35,540	0	0
1995/96	6,300	1,300	29,000	35,300	260	35,040	0	0
1996/97 F	6,300	1,300	29,000	35,300	250	35,050	0	0

TABLE 1
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(METRIC TONS)

Country Mktg. Year	Total Production	Commercial Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawals
United Kingdom								
1993/94	43,800	43,800	91,500	135,300	2,760	130,913	876	751
1994/95	25,846	25,846	106,500	132,346	1,550	130,229	516	51
1995/96	34,846	34,846	112,379	147,225	3,738	142,537	697	253
1996/97 F	38,810	38,810	108,925	147,735	3,345	143,391	776	223
SUBTOTAL EU								
1993/94	2,580,358	2,061,866	639,018	3,219,376	517,264	2,155,921	506,242	39,949
1994/95	2,772,431	2,245,791	700,394	3,472,825	584,947	2,340,798	484,333	62,747
1995/96	2,627,931	2,102,731	679,013	3,306,944	602,620	2,157,485	511,317	35,522
1996/97 F	2,828,970	2,289,670	643,425	3,472,395	568,695	2,337,101	512,326	54,273
OTHER NORTHERN HEMISPHERE COUNTRIES								
Bulgaria								
1993/94	21,006	6,000	175	21,181	66	10,115	10,000	1,000
1994/95	33,009	9,000	206	33,215	58	13,000	17,657	2,500
1995/96	21,500	5,000	150	21,650	30	7,602	11,868	2,150
1996/97 F	21,000	4,800	100	21,100	25	7,800	11,175	2,100
Canada								
1993/94	18,126	18,126	54,442	72,568	452	68,027	4,089	0
1994/95	15,793	15,793	59,556	75,349	86	69,420	5,843	0
1995/96	11,325	11,325	58,638	69,963	713	64,250	5,000	0
1996/97 F	16,000	16,000	55,000	71,000	500	65,200	5,300	0
Japan								
1993/94	396,300	365,200	0	396,300	7,280	388,550	470	0
1994/95	431,100	398,200	0	431,100	3,800	426,760	540	0
1995/96	400,300	368,200	17	400,317	6,121	393,696	500	0
1996/97 F	429,400	395,900	0	429,400	6,500	422,400	500	0
Mexico								
1993/94	39,500	35,500	57,000	96,500	0	94,000	2,500	0
1994/95	30,000	26,000	46,800	76,800	0	74,800	2,000	0
1995/96	29,000	26,000	38,000	67,000	0	66,000	1,000	0
1996/97 F	28,400	25,400	40,000	68,400	0	67,400	1,000	0
Norway								
1993/94	2,915	1,461	15,450	18,365	0	16,497	0	1,868
1994/95	3,185	1,675	13,856	17,041	0	15,606	0	1,435
1995/96	3,263	1,715	15,096	18,359	0	16,825	105	1,429
1996/97 F	2,419	1,062	15,000	17,419	0	16,362	0	1,057
Russian Federation								
1993/94	36,000	22,000	47,100	83,100	30	75,000	8,000	70
1994/95	36,000	22,000	47,100	83,100	30	75,000	8,000	70
1995/96	189,000	133,000	133,750	322,750	20	275,000	45,000	2,730
1996/97 F	215,000	150,000	150,000	365,000	20	296,000	62,000	6,980
Serbia/Montenegro								
1993/94	78,000	59,000	0	78,000	0	61,000	17,000	0
1994/95	73,000	56,000	0	73,000	0	53,000	20,000	0
1995/96	67,000	51,000	0	67,000	0	40,000	27,000	0
1996/97 F	72,000	54,000	0	72,000	0	45,000	27,000	0
Turkey								
1993/94	420,000	420,000	0	420,000	6,444	392,556	21,000	0
1994/95	410,000	410,000	56	410,056	8,336	381,220	20,500	0
1995/96	410,000	410,000	0	410,000	13,000	376,500	20,500	0
1996/97 F	410,000	410,000	0	410,000	13,000	376,500	20,500	0
United State 2/								
1993/94	860,300	860,300	65,509	925,809	128,332	399,020	398,457	0
1994/95	949,100	949,100	48,038	997,138	134,774	413,680	448,684	0
1995/96	860,200	860,200	57,341	917,541	143,313	408,596	365,632	0
1996/97 F	710,700	710,700	90,000	800,700	135,000	410,700	255,000	0

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(METRIC TONS)

Country Mktg. Year	Total Production	Commercial Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawals
SUBTOTAL OTHER NORTHERN HEMISPHERE COUNTRIES								
1993/94	1,872,147	1,787,587	239,676	2,111,823	142,604	1,504,765	461,516	2,938
1994/95	1,981,187	1,887,768	215,612	2,196,799	147,084	1,522,486	523,224	4,005
1995/96	1,991,588	1,866,440	302,992	2,294,580	163,197	1,648,469	476,605	6,309
1996/97 F	1,904,919	1,767,862	350,100	2,255,019	155,045	1,707,362	382,475	10,137
TOTAL NORTHERN HEMISPHERE COUNTRIES								
1993/94	4,452,505	3,849,453	878,694	5,331,199	659,868	3,660,686	967,758	42,887
1994/95	4,753,618	4,133,559	916,006	5,669,624	732,031	3,863,284	1,007,557	66,752
1995/96	4,619,519	3,969,171	982,005	5,601,524	765,817	3,805,954	987,922	41,831
1996/97 F	4,733,889	4,057,532	993,525	5,727,414	723,740	4,044,463	894,801	64,410
SOUTHERN HEMISPHERE COUNTRIES								
Argentina								
1993/94	406,922	406,922	1,446	408,368	142,567	115,801	150,000	0
1994/95	491,000	491,000	2,557	493,557	222,402	119,500	151,655	0
1995/96	447,000	447,000	3,000	450,000	210,000	120,000	120,000	0
1996/97 F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Australia								
1993/94	161,000	161,000	65	161,065	26,580	52,000	82,485	0
1994/95	142,000	142,000	70	142,070	22,228	48,772	71,070	0
1995/96	145,000	145,000	75	145,075	23,500	49,000	72,575	0
1996/97 F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Chile								
1993/94	232,000	230,000	0	232,000	156,800	55,200	20,000	0
1994/95	236,000	234,000	0	236,000	146,800	56,000	33,200	0
1995/96	252,000	250,000	0	252,000	160,000	57,000	35,000	0
1996/97 F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
New Zealand								
1993/94	19,376	12,876	300	19,676	3,164	13,830	2,682	0
1994/95	19,358	12,858	400	19,758	3,330	13,930	2,498	0
1995/96	19,535	13,135	400	19,935	3,404	13,900	2,631	0
1996/97 F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
South Africa, Republic of								
1993/94	252,815	252,815	0	252,815	87,555	43,910	121,350	0
1994/95	246,525	246,525	0	246,525	99,735	42,075	104,715	0
1995/96	255,975	255,975	0	255,975	85,015	45,850	125,110	0
1996/97 F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
TOTAL SOUTHERN HEMISPHERE COUNTRIES								
1993/94	1,072,113	1,063,613	1,811	1,073,924	416,666	280,741	376,517	0
1994/95	1,134,883	1,126,383	3,027	1,137,910	494,495	280,277	363,138	0
1995/96	1,119,510	1,111,110	3,475	1,122,985	481,919	285,750	355,316	0
1996/97 F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
WORLD GRAND TOTAL								
1993/94	5,524,618	4,913,066	880,505	6,405,123	1,076,534	3,941,427	1,344,275	42,887
1994/95	5,888,501	5,259,942	919,033	6,807,534	1,226,526	4,143,561	1,370,695	66,752
1995/96	5,739,029	5,080,281	985,480	6,724,509	1,247,736	4,091,704	1,343,238	41,831
1996/97 F	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

1/ Data for Northern Hemisphere countries are for a July/June marketing year, except for Mexico and France which are August/July. In the Southern Hemisphere the marketing year begins on January 1 of the second year indicated, except for Chile where the year starts on February of the second year indicated, and New Zealand where the year starts in October of the first year indicated.

F= Forecast

CANNED DECIDUOUS FRUIT SITUATION FOR SELECTED COUNTRIES

The 1996/97 canned fruit pack in selected countries, excluding the United States, is forecast at 1.2 million metric tons, 3 percent above the previous season's output. Total supplies are forecast down 2 percent as stocks were drawn down sharply in 1995/96 to expand exports. Beginning selected country canned pear and peach stocks in 1996/97 are forecast down 30 and 26 percent respectively. The U.S. canned pear pack is forecast down 29 percent, due to severe freezing temperatures in the Yakima valley. These lower supplies combined with strong international demand should buoy international prices. Selected country exports in 1996/97 are forecast to increase by 1 percent to 923,774 tons. However, exports from Greece, the world's largest canned fruit exporter, are forecast to decrease by 9 percent to about 375,000 tons, due to reduced carry-in stocks and production. Spain is expected to offset a large part of the decrease in Greek exports. U. S. canned fruit exports in 1996/97 are forecast to approximate last season's level of 55,000 tons.

CANNED PEACHES

Total canned peach output in selected countries, excluding the United States, in 1996/97 is forecast at 777,757 tons, up about one percent from the previous season. Although production in Greece declined by 3 percent, output in all other countries increased enough to make up for the shortfall. Selected country canned peach exports for 1996/97 are forecast at 557,424 tons, down 2 percent from the previous year's record level of 565,800 tons. Demand for canned peaches is expected to remain strong keeping prices firm and further reducing stocks.

GREECE

Greece's production and stocks are reduced sharply

Greece dominates the EU canned peach industry. The peach pack constitutes two thirds of the EU

pack and, not counting the U.S. pack, nearly 50 percent of the world's pack. Greek production of cling peaches continues to be too large to be absorbed by the industry. Consequently, a large portion will be diverted to the withdrawal collection pools. The quantities of peaches withdrawn during the past season are now believed to be close to 170,000 tons of which about 45,000 tons are believed to be clingstone. The withdrawal ceiling for the entire EU for 1995 was set at 304,600 tons and will be the same for the 1996 season.

Favorable weather contributed to a 65 percent increase in cling peach production. This year's harvest is estimated at 650,000 tons. While extremely large, this harvest is 9 percent below the record 1994 level of 713,000 tons. The overall fruit size this year is smaller than that of 1995 and the Fortuna and Everest varieties which normally provide the higher quality fruit were in short supply. A good portion of the 1995 crop was damaged by frosts occurring in March but a

large amount was packed to take advantage of a short world supply. This year's pack is estimated at 365,000 tons down 3 percent from last year's level.

The minimum price to growers for 1996 is set at 27.301 ecu/kg (\$15.44/lb) the same as for 1995 (\$16.20/lb). The 1995 price however, was 14.5 percent over the 1994 level of 23.832 ecu/kg. (\$12.85/lb). The difference in dollar equivalent is due to exchange rate adjustments.

Exports of canned peaches to set record in 1995/96

Greek canned peach exports in 1995/96 are estimated at a record 390,000 tons, 10 percent above the previous year and 4 percent more than the quantity packed. This resulted in a 50 percent drawdown in stocks. Stocks in 1996/97 are expected to fall to an all time low of 20,536 tons.

As of September, about 90 percent of the 1995 canned peach production was sold and 80 percent shipped. Exports in 1996/97 are forecast to decrease nearly 8 percent, due in part to expected lower supplies.

Domestic consumption of canned fruit including canned peaches, continues to be low, with over 97 percent of the pack being exported.

SPAIN

Spain's 1996/97 peach crop is forecast at 824,000 tons, up 25 percent from last year's output. The canned pack is estimated at 127,000 tons, up 7 percent from last year's level but well below the record 1992/93 pack.

The large peach crop and canned pack is expected to lower domestic prices somewhat and to contribute toward increased exports. Exports declined 46 percent last year due to reduced supplies. This year however, shipments are forecast to recover due to the larger pack.

The official price to be paid by the industry for new peaches is 28 pesetas/kg compared to 46.46

pesetas paid last year. However the trade is offering 25 pesetas/kg which is lower than the withdrawal price. Consequently few contracts are being signed. Last year canners paid 65 pesetas/kg.

ITALY

Canned fruit industry restructures

The Italian canned fruit industry is restructuring to adapt itself to the present market situation. The industry is becoming smaller. As domestic consumption declines the industry is becoming more export oriented and efficient to compete with Greek canned peaches, South African and Australia canned pears and fruit cocktail.

Peach production reverses three-year decline

In 1995/96 the Italian canned peach pack decreased for the third year in a row. The 1996/97 pack though is estimated at 40,000 tons, up only 8 percent from last year's low.

Domestic consumption has declined steadily since 1992/93. Consumption is, estimated at 21,000 tons, only 40 percent of the 1991 level. Despite the gloom in the industry, exports in 1995/96 reached 39,000 tons, off only 3,000 tons from the previous year. Exports for 1996/97 are expected to be about the same as last year.

FRANCE

Peaches are the leading canned fruit produced in France. However, production has declined steadily since 1992/93 and is estimated at 17,000 tons in 1996/96, down 3 percent from the previous year and 47 percent since 1992/93.

France is a net importer of canned peaches

As a result of the EU's duty structure, France procures most of its imported supplies from neighboring member states. Greece, Spain, and Italy account for 90 percent of France's estimated 26,743 tons of canned peach imports in 1995/96. Imports in 1996/97 are forecast at 29,000 tons.

SOUTH AFRICA

Canned peaches represent the largest sector of the South African canned fruit industry. The intake of peaches for processing increased by 5 percent to 116,187 tons in 1995/96, but the cannery yield was low and the actual pack decreased.

South Africa's production of canned peaches in the 1995/96 is estimated at 85,485 tons, down 5 percent from previous year's large out-turn of 89,566 tons. South Africa exported 70 percent of last year's pack. Most of the export market is served by two canners.

In accordance with the WTO agreement South Africa is scheduled to phase out the General Export Incentive Scheme (GEIS) by the end of 1997. With EU duty rates at 24 percent and without a WTO friendly system to replace the GEIS, the canning industry will be challenged to remain competitive in world markets.

AUSTRALIA

Australia's canned peach production for the last three years has remained relatively constant, fluctuating only 400 tons between 1993 and 1995. However, the 1996/97 pack is estimated at 34,000 tons, up 4 percent from the previous year. Canned peach deliveries have strengthened during the 1995 season due to good mid to late season crops which more than compensate for the poor start of the season. The increase in the number of bearing trees of new peach varieties should see future Australian peach production increase. Most of these new varieties are aimed at the fresh market due to more favorable returns.

Canned peaches account for about 35 percent of Australian's canned fruit market which is valued at A\$122 million. Production is dominated by two canners, Ardmona and SPC, which account for about 85 percent of the market.

Exports in 1995/96 totaled 12,500 tons, and for 1996/97 are estimated at 13,000 tons. Exports appear to have stabilized in the last three to four years following a steep decline starting in 1988 when exports totaled 28,000 tons. Tough competition from Greece, in important markets

such as Japan and Canada continues to plague Australia's efforts to reestablish a vibrant export market.

Australia's Anti-dumping Authority imposed sanctions on imports from China and Greece. The Authority concluded that imports of canned peaches from China and Greece had been sold at prices below the normal value in their respective markets. Countervailing duties of A\$2.38 and A\$4.54 per basic carton (24 kg gross) were imposed on shipments of canned peaches from Greece and Spain. Anti-dumping duties were placed on product from Greece and China. The anti-dumping levies applied are not available due to commercial confidentiality. The antidumping duties were originally imposed in January of 1992 for a three year period. However they were extended to five years, when another review will occur.

Most imports are destined for the lower-priced generic end of the market. However, the realization, by Australian canners, that market share was being eroded by lower cost imports led to the introduction of some locally packed generic lines. Imports of canned peaches decreased from Greece and Italy during 1995 and are expected to remain low during 1996. This reflects the Anti-dumping actions taken by Australia, and the Australian canners agreeing to the production of product for the generic market.

CHILE

Canned peach production in 1996/97 is forecast at a record 49,000 tons. Replanting of aging trees with improved higher yielding varieties continues to take place and is expected to increase production to 65,000 tons over the next 3-5 years.

Because of stagnant domestic demand, due to increased competition from alternative products, and declining profit margins, canned peaches are produced mainly for the more lucrative export market. There are now only 7 main canneries of which 5 account for over 90 percent of production.

Exports account for about 70 to 75 percent of the pack and have increased corresponding with production. Since 1990/91 production has

increased 105 percent and exports have increased 117 percent.

Exports totaled 35,000 tons in 1995/96 and are forecast at a record 37,000 tons in 1996/97.

JAPAN

Japan's canned peach production is small because about 91 percent of the fresh peach production is dedicated to the fresh market. About 75 percent of Japan's canning peaches are white (Okubo variety) the remainder are yellow (Kanto variety).

While fresh production is estimated at 168,300 tons up 3 percent the canning varieties are estimated to be off by 6 percent because many producers are shifting production toward the higher value fresh varieties.

Domestic consumption in 1995/96 stabilized around 87,000 tons, down 9 percent from previous year's level of 95,000 tons, because the popularity of inexpensive canned fruit deserts has weakened.

Domestic product is priced at 400 yen, compared to U.S. product at 234 yen and Chinese white peaches at 98 to 198 yen. Yellow peaches from South Africa and Greece are priced at 150-200 yen.

Japanese imports of canned peaches have declined in response to the drop in domestic consumption, the revaluation of the yen, and significant supplies in importers' warehouses. The exchange rate was 85 yen to the dollar in July 1995, compared with about 109 yen to the dollar in July 1996. Imports for 1995/96 decreased 5 percent to 73,273 tons.

China and Greece continue to be the low cost suppliers of imported canned peaches. The United States is the highest priced supplier. Accordingly, because Japan is a price responsive market both China and Greece are the predominant suppliers. China's market share increased from 32 percent in 1994 to 38 percent in 1995 while Greece's share dropped from 33 percent to 28 percent. The U.S. market share is constant at 6 percent.

CANNED PEARS

The 1996/97 canned pear situation is characterized by higher production, higher exports, and lower stocks. Total canned pear production in the six selected foreign countries in 1996/97 is estimated at 166,873 tons, up 5 percent from last year. The canned pear pack is forecast to increase in every major producing country except the United States. Despite larger supplies, prices have been firm or higher than last year reflecting the lower stock levels throughout the world and continued strong demand in world markets. Total exports by the selected suppliers in 1996/97 are forecast at 133,176 tons, 9 percent above the previous year's level.

EUROPEAN UNION

The EU dominates the global canned pear industry. Outside the United States, the EU is both the world's largest producer and consumer of canned pears. Italy leads the EU in exports, primarily to other Community markets, especially Germany.

ITALY

Italy's canned pear industry is export driven

Italy's canned pear pack returned to average levels during the 1995/96 marketing year after a drop in the previous processing season. The 1995/96 pack was 46,000 tons, up 39 percent from the previous year's level and the 1996/97 pack is estimated at 48,000 tons up 4 percent. This increase is due to greater production of Williams pears, the preferred variety for processing.

Exports of canned pears increased more than the corresponding rise in production resulting in lower stock levels. Most of the exports go to European markets principally Germany and Great Britain. In 1995 exports to Germany reached 17,300 tons, representing 44 percent of Italy's shipment to the EU. Italy's shipments to the EU constitute more than 85 percent of its' total canned pear exports.

SPAIN

Spain's canned pear production for 1995/96 declined 29 percent from the previous year's high level of 16,300 tons. This year's pack is estimated at 17,800 tons representing an increase of 9 percent due to a strong European demand and reduced supplies from other European producers. Spain is forecast to export 90 percent of this year's pack and reduce stock levels from 8,475 tons to 2,325 tons. Over 86 percent of Spain's canned pears are exported to the EU. Nevertheless, Spain ranks a distant second after Italy in terms of EU canned pear exports.

AUSTRALIA

Production of canned pears for 1995/96 is estimated at 40,500 tons, up 13 percent from the previous year. This year's pack is estimated at 42,000 tons up 4 percent. Production increased this year due to favorable weather in the producing areas. However, future pear production, in the short and medium term, may be constrained due to the removal of trees in the Goulburn Valley, following flood damage, and the closure of the Letona canning factory in the Riverina area of New South Wales. Some pear growers are reported to be switching production to apples or grapes.

The Australian canned pear industry is focused on exports, primarily to the EU and Japan. Total exports in 1995/96 reached 33,500 tons, up 25 percent from the previous year. Exports for this year are forecast at 35,000 tons.

Australian stocks of canned pears are now estimated at 12,535 tons down 24 percent from last year and down 46 percent from 23,000 tons in 1993/94.

SOUTH AFRICA

South Africa is also an export-oriented producer of canned pears. The intake of pears for processing during the 1995/96 season increased by 20 percent to 125,110 tons. However, the actual use by the canning industry only amounted to 88,453 tons, the rest being taken up by the juice industry. The canned pear pack, nonetheless, increased by

37 percent to a record 36,117 tons.

Canned pack in 1996/97 is forecast at 37,923 tons, about 5 percent above last year's pack. This year's pack and stocks are the largest since 1987/88 when they respectively totaled 30,234 and 9,938 tons.

CANNED FRUIT MIXTURES

The canned fruit mixtures situation is characterized by a strong increase in production, a marginal increase in exports, and a decline in stocks. Output of canned fruit mixtures in selected foreign markets for 1996/97 is estimated at 228,663 tons, an increase of 6 percent from the previous year. The 1996/97 pack in the EU is forecast at 115,750 tons, up 6 percent. Production in major processing countries, France, Italy and Greece was mixed from the previous year. Greek output declined by 16 percent to 5,100 tons because canners are unable to compete with lower priced Italian product. Only three plants in Greece processed mixtures this season. The French pack increased 51 percent to 19,650 tons and the Italian pack is estimated to be up by 1 percent to 91,000 tons.

Total selected country exports of canned fruit mixtures in 1996/97 are forecast at 183,374 tons, up 1 percent from the previous year. EU exports are forecast to rise by 2 percent and the ending stock figure is forecast at 6,130 tons, up 5,000 tons due to a 51 percent increase in the French pack.

CANNED APRICOTS

Total canned apricot production for 1996/97 in the four foreign selected countries is estimated at 66,572 tons, up 7 percent from the previous year. The 1995/96 Australian pack declined 58 percent to 4,050 tons, due to widespread frosts following an early flowering. In 1996/97 production is expected to reach 10,000 tons. Production in Greece continues its five year decline and is forecast at 10,500 tons, off 30 percent from the 1995/96 level of 15,018 tons. Greek production is expected to shrink even further in coming years due to the "Sharka" virus. South African

production is estimated at 31,872 tons, 4 percent above the previous year.

Selected country exports in 1996/97 are forecast at 49,800 tons, in line with smaller exportable supplies. Exports are forecast to remain strong in all countries except Greece where exports are forecast to decline by 35 percent.

UNITED STATES

OUTLOOK FOR U.S. EXPORTS OF CANNED FRUIT

U.S. exports of canned deciduous fruit are forecast to do well despite keen competition from other suppliers. Compared with the year earlier period, canned peach exports for marketing year 1996/97 are projected to increase both in volume and value reflecting strong demand in certain markets. Exports of pears and mixtures are expected to decline from last year's level in volume but increase in value due to higher prices. Aggregate export volume in 1996/97 is forecast to rise by less than 1 percent from the previous year.

U.S. Canned Fruit Exports
(Jun/May Year; Metric Tons, Net Wt.)
1992/93 1993/94 1994/95 1995/96 1996/97 1/

Mixtures	34,895	27,974	29,277	26,266	26,000
Peach	19,815	19,309	18,769	21,293	22,500
Pear	3,905	2,890	4,720	7,315	6,500

TOTAL 58,616 50,173 52,766 54,874 55,000

Source: U.S. Census Bureau data

1/Forecast: FAS/H&TP

CANNED FRUIT MIXTURES

Fruit mixtures are the dominant element of U.S. trade in canned deciduous fruit. Exports for 1996/97 are forecast to decline about one percent from last year's level. Leading U.S. export markets include Canada and various Asian countries. High-cost producer Japan continues to take advantage of comparatively lower-priced imported canned fruit this past year. Increased competition from Australia and South Africa, and exchange rate movements in Canada and Japan, account for some of the fluctuation in these

markets.

CANNED PEACHES

Last year's short crop, attractive pricing and strong international demand helped to reduce the large 1995/96 stock level to a more normal volume of about 39,430 tons. International prices and U.S. domestic prices should remain strong in the coming year. As a result, U.S. consumption is projected to drop, by 10 percent, from the previous year's level. Imports into the U.S. may increase from last year's level due to higher domestic prices. U.S. exports may exceed the previous year's level as canners attempt to be competitive in selected markets.

Canned peaches face stiff subsidized competition in important export markets

Canned peach exports are forecast to increase by 2,200 tons for the 1996/97 season, due to strong international demand. Among the major markets for U.S. canned peaches are Japan, Canada, Singapore, Hong Kong, Korea, and Taiwan. Competition from increasing production in Chile and subsidized Greek exports is expected to dampen growth of U.S. exports in South American countries. Although shipments to Mexico during the first year of NAFTA implementation were at record levels, the 1995 economic downturn lowered demand for U.S. canned peaches. In addition, subsidized competition from Greece into the Mexican market is making it very difficult for U.S. product to compete.

CANNED PEARS

The 1996/97 U.S. canned pear pack is estimated at 115,866 tons, down 29 percent from the 1995/96 pack of 163,852 tons. This year's pack is reduced due to severe freezing temperatures in the Yakima Valley in February. The stock situation following two straight years of short packs is best described as marginal. Normally, ending stocks are 2 ½ to 3 million cases, but this year the stock level is thought to be less than 1 million cases (one case equals 45 lbs net). The low stock level and short crop has resulted in much higher prices. Prices are quoted at \$23 to \$25 per case compared to \$12 dollars last year.

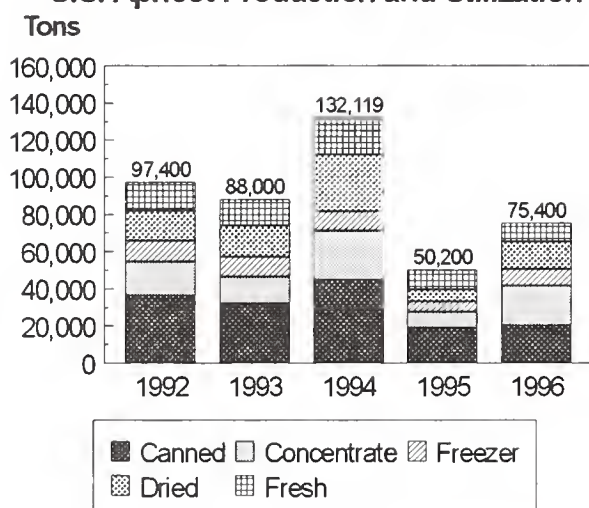
Exports of canned pears in 1995/96 season totaled 7,400 tons, an increase of 56 percent over the previous year. Shipments to Canada represented 78 percent of total U.S. exports and shipments to Japan represented 8 percent of U.S. exports. Short U.S. supplies will put downward pressure on U.S. exports. However, U.S. canners have worked hard to maintain access to these two principal markets and intend to maintain their reputations as a reliable supplier.

APRICOTS

The 1996/97 U.S. apricot crop is estimated at 75,400 tons up 38 percent from last year's record low of 53,200 tons but off by 30,000 tons from the 1992-1994 average of 105,839 tons. Growers received \$320/ton, an all time record price for this year's crop.

About 27 percent of this year's crop or 20,000 tons moved into canned product compared to 19,000 tons last year and 44,645 tons in 1994/95.

U.S. Apricot Production and Utilization



U.S. canned fruit marketing efforts in selected countries

Canada is the largest export market for U.S. canned fruit, taking \$17.1 million for marketing year 1995/96 (June-May) a 22 percent increase over the previous year, despite a weak Canadian

dollar. This accounts for 30 percent of all U.S. exports. Exports of pears and peaches expanded while cocktail sales were off slightly. While pressure from EU shippers has abated slightly, South African suppliers have provided some keen competition. However, the U.S. industry, through the MAP program, using a strategy of promoting new uses, special promotional sizes, and stressing "ready-to-eat" convenience has expanded sales of U.S. product.

Sales have declined to Japan, despite an increase in the total market, due to fierce competition from Greece, Australia, South Africa, and most recently, China. Canned peach exports to Japan totaled \$4.5 million in 1995/96, a 5 percent decline from last year. Likewise, cocktail exports have declined 26 percent to \$4.8 million. The U.S. industry hopes to turn the downward trend around through a strategy that emphasizes value and quality.

Shipments of canned peaches to Korea have expanded from \$24,665 in 1991/92 to more than \$2 million in 1995/96, despite heavy competition from Chinese and Philippine packers. Cocktail sales expanded to \$942,000 in 1994/95, but dropped to \$287,000 in 1995/96, primarily due to cheaper competition, and a confusion among Korean buyers between U.S. product and other fruit mixes. The U.S. industry is addressing this confusion using in-store promotions, public relations, and food service merchandising to educate the consumer.

(For further information, contact Robert Knapp, 202-720-6877; or FAX: 202-720-3799.)

**U.S. Cling Peach Situation and Outlook 1/
(Metric Tons)**

	1992/93	1993/94	1994/95	1995/96	1996/97 6/
Deliveries to canners	517,123	479,909	485,809	390,379	498,559
Paid tons Packed	487,156	452,394	464,582	370,580	473,675
Peach Pack 2/	406,654	369,014	400,082	273,774	344,556
Beginning Stocks	30,618	71,444	77,569	113,289	39,430
Imports	19,261	21,211	20,739	14,100	16,000
Total Supply 3/	459,193	461,670	498,390	401,162	399,985
Apparent Consumption 4/	367,934	364,792	366,332	340,425	341,880
Exports	19,815	19,309	18,769	21,293	22,500
Ending Stocks 5/	30,618	77,569	113,898	39,430	35,605

Source: California Cling Peach Industry, 1996, and U.S. Census data

1/ Data show trends in the U.S. situation; 1996/97 data are forecast.

2/ Pack estimates are for crop year in California, net weight basis.

3/ Accounts only for California production, which is about 98 percent of total U.S. pack.

4/ Total supply less exports and stocks held by canners.

5/ Ending stocks are supplies held by canners at end of season.

6/ Forecast FAS/H&TP

UNITED STATES: Canned Peach Exports
(1988/89-1995/96; Metric Tons, Net weight) 1/

Country	1990/91	1991/92	1992/93	1993/94	1994/95	1995/96
Canada	1,857	2,427	2,691	2,809	3,908	5,589
Mexico	653	1,581	1,775	1,400	454	294
Japan	7,420	7,593	5,812	5,674	4,595	4,290
Korea	79	30	259	820	2,314	2,495
Taiwan	2,654	2,702	2,460	1,719	1,259	1,852
Hong Kong	1,347	1,812	1,467	1,768	943	867
Singapore	597	640	754	1,194	1,164	958
Philippines	412	552	744	382	1,018	617
Panama	358	410	266	325	202	195
Colombia	73	267	58	98	85	114
Saudi Arabia	267	266	532	460	137	166
Others	2,930	1,774	2,997	2,660	2,690	8,146
TOTAL	18,647	20,054	19,815	19,309	18,769	21,293

Source: U.S. Census Bureau data

1/ Marketing year: June/May; one metric ton equals 48.99 standard 45 lb. net cases of 24x2 ½ cans. Others category includes Korea, Costa Rica, Ecuador.

UNITED STATES: Canned Peach Imports
(1988/89-1995/96; Metric Tons, Net weight) 1/

Country	1990/91	1991/92	1992/93	1993/94	1994/95	1995/96
Greece	9,074	17,608	19,021	15,515	16,743	10,489
Chile	4,527	879	879	1,076	1,637	1,755
Argentina	107	349	373	44	58	31
Spain	91	142	986	829	233	3
Italy	0	0	18	316	4	0
Mexico	990	1	0	0	0	1,546
South Africa	0	116	382	3,319	1,693	233
Others	229	166	262	112	371	276
TOTAL	15,018	19,261	21,921	21,211	20,739	14,100

Source: U.S. Census Bureau data

1/ Marketing year: June/May; one metric ton equals 48.99 standard 45 lb. net cases of 24x2 ½ cans.

**UNITED STATES: Canned Fruit Mixtures Exports
(1988/89-1995/96; Metric Tons, Net weight) 1/**

Country	1990/91	1991/92	1992/93	1993/94	1994/95	1995/96
Canada	7,809	7,770	6,542	5,677	5,635	5,531
Mexico	538	724	501	547	668	100
Japan	4,786	6,398	4,708	6,205	5,612	4,163
Hong Kong	2,782	3,593	3,753	3,999	3,915	2,793
Taiwan	649	984	1,709	1,106	971	622
Philippines	2,636	2,164	3,337	1,289	2,801	4,313
Singapore	2,105	2,089	2,662	2,575	4,476	3,124
Saudi Arabia	1,977	1,514	3,096	1,387	458	1,055
Panama	1,119	1,100	1,138	863	744	637
Sweden	753	709	898	289	241	225
Others	2,920	4,035	6,552	4,037	3,756	3,703
TOTAL	28,074	31,080	34,896	27,974	29,277	26,266

Source: U.S. Census Bureau data

1/ Marketing year is June/May; one metric ton equals 48.99 standard 45 lb. net cases of 24x2 ½ cans.

**UNITED STATES: Canned Pear Exports
(1988/89-1995/96; Metric Tons, net weight) 1/**

Country	1990/91	1991/92	1992/93	1993/94	1994/95	1995/96
Canada	552	1,288	1,508	1,554	2,795	5,669
Mexico	239	381	321	164	25	0
France	0	1,801	76	5	0	30
Italy	6	118	0	0	9	0
Denmark	195	245	71	0	0	13
Sweden	325	291	140	4	0	4
Japan	916	845	506	402	485	623
Singapore	147	109	76	88	113	9
Costa Rica	106	188	111	137	0	28
UAE 2/	0	0	0	5	555	79
Others	1,035	492	1,096	531	747	860
TOTAL	3,521	5,758	3,905	2,890	4,720	7,315

Source: U.S. Census Bureau data

1/ Marketing year: June/May; one metric ton equals 48.99 standard 45 lb. net cases of 24x2 ½ cans. 2/ United Arab Emirates.

**Canned Peaches: Production, Supply and Distribution
(Metric Tons, Net weight) 1/**

Country/ Year	Begin. Stocks	Production	Imports	Supply & Distribution	Exports	Domestic Consumption	Ending Stocks
France							
1994/95	3,000	22,480	26,393	51,873	7,768	43,105	1,000
1995/96	1,000	17,430	26,743	45,173	8,880	35,793	500
1996/97	500	17,000	29,000	46,500	8,000	35,500	3,000
Greece							
1994/95	39,438	375,354	445	415,237	352,671	14,700	47,866
1995/96	47,866	375,670	500	424,036	390,000	10,000	24,036
1996/97	24,036	365,000	500	389,536	360,000	9,000	20,536
Italy							
1994/95	30,700	45,000	13,000	88,700	42,000	35,700	11,000
1995/96	11,000	37,000	18,000	66,000	39,000	27,000	0
1996/97	0	40,000	20,000	60,000	39,000	21,000	0
Spain							
1994/95	10,900	113,200	3,500	127,600	28,600	95,000	4,000
1995/96	4,000	118,700	5,500	128,200	15,500	100,000	12,700
1996/97	12,700	127,000	1,000	140,700	30,000	100,000	10,700
Total EU							
1994/95	84,038	556,034	43,338	683,410	431,039	188,505	63,866
1995/96	63,866	548,800	50,743	663,409	453,380	172,793	37,236
1996/97	37,236	549,000	50,500	636,736	437,000	165,500	34,236
Argentina							
1994/95	5,713	50,000	13,000	68,713	5,000	55,000	8,713
1995/96	8,713	45,000	12,000	65,713	5,000	56,000	4,713
1996/97	4,713	45,000	7,000	56,713	8,000	47,000	1,713
Australia							
1994/95	17,062	32,500	245	49,807	11,371	20,200	18,236
1995/96	18,236	32,800	400	52,636	12,500	22,500	17,636
1996/97	17,336	34,000	250	51,586	13,000	22,100	16,486
Chile							
1994/95	369	45,000	0	45,369	33,740	11,000	629
1995/96	629	46,000	0	46,629	35,000	11,000	629
1996/97	629	49,000	0	49,629	37,000	11,700	929
Japan							
1994/95	4,000	13,501	77,400	94,901	2	93,399	1,500
1995/96	1,500	11,500	73,273	86,273	0	83,273	3,000
1996/97	3,000	11,000	73,000	87,000	0	86,000	1,000
South Africa							
1994/95	26,600	89,566	0	116,116	54,633	27,770	33,763
1995/96	33,763	85,483	0	119,246	60,000	27,900	31,346
1996/97	31,346	89,757	0	121,103	62,424	28,179	30,500
TOTAL							
1994/95	137,782	786,601	133,983	1,058,316	535,785	395,874	126,707
1995/96	126,707	769,583	136,416	1,033,906	565,880	373,466	94,560
1996/97	94,260	777,757	130,750	1,002,767	557,424	360,479	84,864

1/ One metric ton 48.99 standard 45-lb. net cases of 24 x 2 1/2 cans

**Canned Pears: Production, Supply and Distribution
(Metric Tons, Net weight) 1/**

Country/ Year	Begin. Stocks	Production	Imports	Supply & Distribution	Exports	Domestic Consumption	Ending Stocks
France							
1994/95	9,940	20,430	21,116	51,486	2,827	41,174	7,485
1995/96	7,485	19,570	21,154	48,209	3,139	39,930	5,140
1996/97	5,140	20,650	21,200	46,990	3,000	38,990	5,000
Italy							
1994/95	46,350	33,000	1,000	80,350	36,000	15,350	29,000
1995/96	29,000	46,000	700	75,700	44,100	15,600	16,000
1996/97	16,000	48,000	1,000	65,000	46,000	15,000	4,000
Spain							
1994/95	6,100	23,100	200	29,400	9,200	8,000	12,200
1995/96	12,200	16,300	75	28,575	12,300	7,800	8,475
1996/97	8,475	17,800	50	26,325	16,000	8,000	2,325
TOTAL EU							
1994/95	62,390	76,530	22,316	161,236	48,027	64,524	48,685
1995/96	48,685	81,870	21,929	152,484	59,539	63,330	29,615
1996/97	29,615	86,450	22,250	138,315	65,000	61,990	11,325
Australia							
1994/95	17,462	36,000	6	53,468	26,783	10,200	16,485
1995/96	16,485	40,500	50	57,035	33,500	11,000	12,535
1996/97	12,535	42,000	50	54,585	35,000	11,100	8,485
Japan							
1994/95	300	465	9,980	10,745	0	10,545	200
1995/96	200	650	10,695	11,545	0	11,345	200
1996/97	200	500	10,000	10,700	0	10,500	200
South Africa							
1994/95	4,900	26,390	0	31,290	19,358	5,302	6,630
1995/96	6,630	36,117	0	42,747	29,500	5,370	7,877
1996/97	7,877	37,923	0	45,800	33,176	5,424	7,200
Total							
1994/95	85,052	139,385	32,302	256,739	94,168	90,571	72,000
1995/96	72,000	159,137	32,674	263,811	122,539	91,045	50,227
1996/97	50,227	166,873	32,300	249,400	133,176	89,014	27,210

1/ One metric ton 48.99 standard 45-lb. net cases of 24 x 2 1/2 cans

2/ Totals for 1996/97 do not are not comparable with previous year's data because estimates for this comming year's Souther Hemisphere crop are not available

**Canned Fruit Mixtures: Production, Supply and Distribution
(Metric Tons, Net weight) 1/**

Country/ Year	Begin. Stocks	Production	Imports	Supply & Distribution	Exports	Domestic Consumption	Ending Stocks
France							
1994/95	13,190	16,667	31,565	61,422	15,272	44,000	2,150
1995/96	2,150	12,990	34,243	48,383	17,567	30,816	1,000
1996/97	1,000	19,650	35,000	55,650	19,000	30,650	6,000
Greece							
1994/95	447	15,500	180	16,127	14,697	900	530
1995/96	530	6,100	500	7,130	6,000	900	230
1996/97	230	5,100	500	5,830	4,800	900	130
Italy							
1994/95	0	78,000	2,500	80,500	71,000	9,500	0
1995/96	0	90,000	4,000	94,000	85,000	9,000	0
1996/97	0	91,000	4,500	95,500	86,500	9,000	
TOTAL EU							
1994/95	13,637	110,167	34,245	158,049	100,969	54,400	2,680
1995/96	2,680	109,090	38,743	149,513	108,567	40,716	1,230
1996/97	1,230	115,750	40,000	156,980	110,300	40,550	6,130
Argentina							
1994/95	500	11,000	1,808	13,308	311	12,697	300
1995/96	300	11,000	1,500	12,800	310	12,190	300
1996/97	300	14,000	700	15,000	500	14,000	500
Australia							
1994/95	1,055	28,500	0	29,555	15,386	13,200	969
1995/96	969	30,000	0	30,969	16,500	13,800	669
1996/97	669	32,000	0	32,669	17,000	13,900	1,769
Chile							
1994/95	14	6,450	0	6,464	6,124	310	30
1995/96	30	6,350	0	6,380	6,000	320	60
1996/97	60	6,400	0	6,460	6,000	320	140
Japan							
1994/95	500	3,721	15,951	20,172	7	19,665	500
1995/96	500	3,572	14,010	18,082	28	17,554	500
1996/97	500	3,500	15,000	19,000	20	18,480	500
South Africa							
1994/95	17,501	55,740	0	73,241	47,000	6,741	19,500
1995/96	19,500	54,820	0	74,320	50,000	7,850	16,470
1996/97	16,470	57,013	0	73,483	49,554	7,929	16,000
TOTAL							
1994/95	33,207	215,578	52,004	300,789	169,797	107,013	23,979
1995/96	23,979	214,832	54,253	292,064	181,405	92,430	19,229
1996/97	19,229	228,663	55,700	303,592	183,374	95,179	25,039

1/ One metric ton 48.99 standard 45-lb. net cases of 24 x 2 1/2 cans
note: Data for the United States are no longer available.

Canned Apricots: Production, Supply, and Distribution
(Metric Tons, net weight) 1/

Country/ Year	Begin. Stocks	Production	Imports	Supply & Distribution	Exports	Domestic Consumption	Ending Stocks
Australia							
1994/95	3,016	9,600	937	13,553	1,842	9,000	2,711
1995/96	2,711	4,050	2,000	8,761	700	7,200	861
1996/97	861	10,000	1,000	11,861	2,000	9,000	861
Greece							
1994/95	3,085	23,657	100	26,842	24,066	1,200	1,576
1995/96	1,576	15,018	100	16,694	15,000	1,200	494
1996/97	494	10,500	100	11,094	9,800	1,000	294
South Africa							
1994/95	11,643	28,917	0	40,560	24,107	3,995	12,458
1995/96	12,458	30,646	0	43,104	28,000	4,304	10,800
1996/97	10,800	31,872	0	42,000	28,000	4,000	10,672
Spain							
1994/95	0	15,150	40	15,190	10,500	4,490	200
1995/96	200	12,600	280	13,090	8,000	4,500	580
1996/97	580	14,200	40	14,820	10,000	4,500	320
Total							
1994/95	17,744	77,324	1,077	96,145	60,515	18,685	16,945
1995/96	16,945	62,314	2,380	81,649	51,700	17,204	12,735
1996/97	12,735	66,572	1,140	79,775	49,800	18,500	12,147

1/ One metric ton 48.99 standard 45-lb. net cases of 24 x 2 1/2 cans
Note: Data for the United States are no longer available.

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
August 96

COMMODITY AND COUNTRY	COUNTRY REGION	QUANTITY					VALUE (1,000 DOLLARS)				
		CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
FRESH FRUIT											
FR. APPLES(JUL)	MT										
TAIWAN		5,178	5,967	8,667	7,852	101,650	3,761	4,477	5,785	5,662	72,448
MEXICO		5,869	4,507	1,044	12,156	80,802	2,075	2,208	2,803	6,141	61,697
CANADA		6,644	8,191	12,448	14,156	78,790	3,690	4,143	9,893	10,954	62,246
HONG KONG		4,751	4,775	7,034	7,562	49,741	3,023	3,179	7,361	5,000	31,788
INDONESIA		2,794	2,598	9,144	8,002	49,455	2,003	2,100	3,675	6,320	31,534
EU 15		259	1,427	3,317	4,190	35,480	136	695	9,053	9,563	104,366
OTHER		5,328	6,815	14,146	13,912	166,636	3,821	4,769	9,318	9,500	104,109
Subtotal:-----		30,823	34,280	74,800	67,832	562,555	21,484	23,570	47,890	46,140	367,188
FR. PEARS(JUL)	MT										
CANADA		5,384	6,338	7,664	8,903	44,348	3,419	4,035	5,527	6,506	31,557
MEXICO		1,630	2,160	2,705	4,385	28,430	815	1,058	1,433	2,189	14,384
BRAZIL		325	336	325	420	21,747	186	249	186	325	9,522
EU 15		10	0	10	15	11,582	19	0	19	20	5,090
TAIWAN		238	95	329	95	11,438	172	53	210	53	6,655
OTHER		512	417	696	500	25,768	373	374	534	445	15,361
Subtotal:-----		8,100	9,345	11,728	14,318	143,313	4,983	5,770	7,909	9,538	82,570
APRICOTS(MAY)	MT										
CANADA		73	38	2,501	2,220	2,679	88	58	3,418	3,169	3,632
EU 15		0	9	190	215	431	0	33	611	219	796
MEXICO		0	0	83	83	324	0	0	223	60	289
HONG KONG		167	0	167	0	522	482	0	482	0	611
OTHER		182	25	333	230	596	350	33	548	190	773
Subtotal:-----		423	72	3,465	2,746	4,252	921	124	5,282	3,639	6,102
FR. CHERRIES(MAY)	MT										
JAPAN		82	14	17,170	13,100	17,183	592	95	110,553	79,909	110,610
EU 15		469	1,147	3,559	6,032	9,184	462	1,881	7,906	14,600	15,872
CANADA		64	124	3,364	4,718	3,492	117	1,330	8,551	12,650	15,772
NETHERLANDS		164	294	905	1,930	3,233	137	276	8,889	2,030	16,712
BELGIUM-LUXEMBOU		276	460	786	742	3,826	207	420	616	2,748	3,804
TAIWAN		58	261	2,090	3,227	3,120	164	941	6,303	10,895	8,428
OTHER		20	150	1,467	2,421	1,714	110	319	3,990	7,756	4,364
Subtotal:-----		693	1,697	27,650	29,499	33,692	1,444	3,566	137,304	125,610	143,048
PEACH-NECTRN(MAY)	MT										
CANADA		6,787	8,406	35,493	38,452	40,277	6,435	6,734	37,011	37,377	42,457
MEXICO		4,853	2,764	7,837	4,421	11,693	2,075	1,325	3,303	2,153	5,164
TAIWAN		3,789	4,182	8,939	14,049	9,818	3,545	4,892	9,394	15,456	11,033
OTHER		1,425	2,312	3,077	6,866	4,785	1,240	2,049	2,667	6,441	4,001
Subtotal:-----		16,854	17,664	55,308	63,788	66,534	13,296	15,001	52,332	61,427	62,612
PLUM-PRUNES(MAY)	MT										
CANADA		3,188	6,056	11,479	18,570	14,364	4,401	4,464	16,602	16,107	20,733
TAIWAN		4,035	10,177	11,363	19,401	14,000	5,053	9,485	15,142	15,628	15,084
HONG KONG		1,740	4,326	3,398	7,690	5,469	1,980	4,184	3,802	8,609	6,119
OTHER		881	3,507	2,425	7,725	4,590	1,047	2,888	2,942	6,812	4,969
Subtotal:-----		9,844	24,066	28,666	53,386	38,413	12,481	21,020	35,488	47,155	46,905
FR. AVOCADOS(OCT)	MT										
EU 15		1,566	145	7,247	5,048	8,266	1,176	166	6,308	4,038	7,016
FRANCE		1,094	17	4,584	2,955	5,243	792	60	3,841	354	4,300
JAPAN		195	269	2,036	2,769	2,086	398	689	3,864	5,846	3,960
CANADA		107	118	1,803	1,077	1,958	141	125	1,768	1,147	1,969
NETHERLANDS		197	63	1,198	3,440	1,303	155	54	1,082	2,549	1,166
UNITED KINGDOM		160	0	1,095	935	1,228	150	0	1,095	847	1,180
OTHER		22	12	160	130	181	45	21	263	267	284
Subtotal:-----		1,890	544	11,246	9,024	12,490	1,760	1,001	12,202	11,298	13,229
FR. KIWI FRUIT(OCT)	MT										
CANADA		131	86	3,962	2,310	4,021	158	107	4,810	2,895	4,885
KOREA REPUBLIC		0	0	2,659	1,573	2,659	0	0	4,282	2,640	4,282
TAIWAN		0	0	1,395	509	1,395	0	0	2,140	831	2,140
OTHER		19	0	1,416	885	1,430	32	0	1,767	955	1,778
Subtotal:-----		150	86	9,433	5,276	9,505	190	107	12,999	7,321	13,084
FRESH GRAPES (MAY)	MT										
CANADA		11,850	11,602	32,437	28,893	103,704	15,032	12,984	46,004	40,136	116,691
HONG KONG		3,497	7,505	2,270	4,434	30,319	4,884	10,161	3,925	12,881	40,706
TAIWAN		1,539	4,717	2,038	4,928	12,897	2,669	6,269	2,845	6,269	16,002
MEXICO		833	649	878	751	15,813	629	506	680	2,663	12,074
OTHER		6,090	6,881	13,621	15,575	67,159	8,172	9,487	18,795	24,225	90,470
Subtotal:-----		23,810	31,354	53,244	59,582	226,892	30,887	39,407	74,248	84,358	277,943
FR. STRAWBERRIS(JAN)	MT										
CANADA		2,478	2,972	31,578	35,740	37,075	3,902	3,403	43,250	45,164	51,078
JAPAN		1,019	1,009	3,244	2,878	6,653	3,807	3,933	10,929	10,579	24,166
MEXICO		705	794	1,279	1,741	3,002	550	677	1,042	1,558	3,396
EU 15		698	601	1,562	2,530	2,696	1,660	1,652	3,796	7,079	6,343
OTHER		116	56	1,783	523	1,093	261	115	2,207	1,468	3,171
Subtotal:-----		5,016	5,433	38,447	43,413	50,518	10,181	9,779	61,225	65,847	87,154
FR. ORNG INC IMPL(NOV)	MT										
CANADA		5,449	3,572	168,829	167,291	178,854	3,020	2,033	80,769	83,383	86,917
JAPAN		5,455	4,558	163,874	122,439	168,591	4,682	3,343	113,188	82,836	117,639
HONG KONG		10,117	7,619	109,936	89,925	128,098	5,013	4,048	56,403	44,985	65,705
OTHER		3,543	2,933	97,271	103,509	100,574	1,894	1,686	51,475	57,285	53,495
Subtotal:-----		24,564	18,683	539,910	483,164	576,116	14,608	11,110	301,835	268,490	323,756
FR. GRPFRT(SEP)	MT										
JAPAN		4,129	3,607	246,310	242,518	246,310	2,699	2,202	136,506	144,608	136,506
EU 15		0	1	116,454	140,157	116,454	0	3	51,175	62,116	51,175
CANADA		2,262	1,719	77,472	72,102	77,472	1,186	932	30,226	25,421	30,226
FRANCE		0	0	43,428	54,680	43,428	0	0	19,226	24,021	19,226
NETHERLANDS		0	1	33,908	47,857	33,908	0	3	18,216	24,251	18,216
OTHER		2,535	2,246	45,648	45,174	45,648	1,255	1,246	23,343	24,090	23,343
Subtotal:-----		8,926	7,573	485,884	499,950	485,884	5,140	4,383	241,251	260,234	241,251
FR. TANGERINES(NOV)	MT										
CANADA		10	0	9,442	12,376	10,651	8	0	8,600	10,395	9,619
JAPAN		0	0	662	1,191	662	0	0	843	1,129	843
OTHER		0	0	1,229	2,372	1,230	0	0	1,097	2,527	1,100
Subtotal:-----		10	0	11,332	15,938	12,543	8	0	10,541	14,050	11,563

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
August 96

COMMODITY AND COUNTRY		QUANTITY				VALUE (1,000 DOLLARS)					
		CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
CANNED FRUIT											
CNO PEACH&NECT(JUN)	MT										
CANADA		296	244	1,358	625	5,589	297	259	1,204	693	5,285
JAPAN		204	147	966	572	2,290	167	164	1,007	592	2,530
KOREA, REPUBLIC		259	0	570	122	2,495	213	0	478	103	2,031
TAIWAN		413	212	647	329	1,852	355	193	584	304	1,649
OTHER		506	360	1,981	1,195	7,068	425	318	1,747	1,190	6,644
Subtotal	-----	1,677	963	5,522	2,843	21,293	1,488	933	5,020	2,882	20,139
CNO PEARS(JUN)											
CANADA	MT	214	105	568	723	5,669	187	106	501	757	5,086
JAPAN		40	0	208	50	1,623	31	0	214	80	584
OTHER		68	40	159	146	1,023	59	37	136	121	995
Subtotal	-	322	145	935	958	7,315	278	143	850	958	6,670
CNO PNEAPL(JAN)											
JAPAN	MT	28	0	853	305	1,130	30	0	798	300	1,021
CANADA		48	88	587	853	959	44	92	594	884	954
EU 15		32	15	654	405	855	27	16	517	364	665
GERMANY		32	15	514	173	696	27	16	401	171	532
MEXICO		16	22	49	54	184	8	19	32	46	145
OTHER		3	97	421	615	489	8	87	431	523	495
Subtotal	-	127	222	2,564	2,232	3,618	116	214	2,371	2,117	3,288
FRI MIXTURES(JUN)											
CANADA	MT	405	402	1,148	1,488	5,531	543	485	1,484	1,826	6,954
PHILIPPINES		200	1,150	892	1,486	4,313	260	1,416	1,049	1,757	5,012
JAPAN		242	218	1,005	2,580	3,124	295	248	1,205	908	4,855
SINGAPORE		89	64	977	268	1,163	67	67	778	340	3,495
HONG KONG		289	524	1,717	834	3,763	379	604	1,114	943	1,192
OTHER		530	438	1,405	1,165	6,342	652	562	1,646	1,426	7,421
Subtotal	-----	1,755	2,799	6,143	5,985	26,266	2,226	3,381	7,275	7,200	30,930
DRIED FRUIT											
ORD RAISINS(AUG)	MT										
EU 15		6,047	5,792	6,047	5,792	56,132	9,148	9,495	9,148	9,495	91,112
UNITED KINGDOM		3,338	3,055	3,338	3,055	27,630	4,819	5,101	4,819	5,101	44,647
JAPAN		1,767	2,320	1,767	2,320	25,038	2,891	3,586	2,891	3,586	29,409
CANADA		1,275	1,274	1,275	1,274	10,447	2,752	2,597	2,752	2,597	21,000
GERMANY		853	784	853	784	9,210	2,205	1,647	2,205	1,647	14,128
OTHER		1,918	1,936	1,918	1,936	27,007	3,123	3,086	3,123	3,086	47,596
Subtotal	-----	11,008	11,322	11,008	11,322	118,624	17,915	18,763	17,915	18,763	199,116
ORD PRUNES(AUG)	MT										
EU 15		2,638	2,740	2,638	2,740	34,588	6,715	6,431	6,715	6,431	80,958
JAPAN		977	883	977	883	13,183	2,441	1,699	2,441	1,699	28,583
GERMANY		718	675	718	675	11,492	1,845	1,658	1,845	1,658	26,842
ITALY		323	271	323	271	6,595	1,322	1,330	1,322	1,330	16,373
UNITED KINGDOM		353	355	353	355	5,489	722	596	722	596	11,449
CANADA		269	301	269	301	4,167	727	685	727	685	9,782
OTHER		639	1,378	639	1,378	9,731	1,448	2,594	1,448	2,594	20,682
Subtotal	-----	4,553	5,301	4,553	5,301	61,669	11,331	11,410	11,331	11,410	140,006
FRUIT JUICES(SSE)											
ORANGE JU CNC (OEC)	FL										
EU 15		10,461	13,549	127,922	141,930	148,694	3,826	5,703	51,817	45,249	59,417
NETHERLANDS		6,816	9,321	58,176	54,881	65,493	2,076	3,768	26,917	21,701	29,793
FRANCE		1,219	3,556	34,717	69,888	42,004	504	1,517	11,930	14,536	14,383
CANADA		2,742	2,221	23,096	20,950	31,993	4,513	3,817	39,034	36,526	36,616
KOREA, REPUBLIC		3,751	1,722	17,839	14,473	19,230	1,900	1,343	10,967	10,515	10,999
JAPAN		461	1,153	12,312	41,234	18,017	2,440	757	23,521	22,294	31,600
OTHER		6,883	5,394	52,894	40,664	71,989	2,816	2,008	23,524	16,756	31,600
Subtotal	-----	24,299	24,039	234,063	259,252	289,923	13,494	13,688	134,253	130,769	167,479
ORNG JU NTCNC(DEC)	KL										
CANADA		8,440	5,255	55,342	76,123	88,874	6,311	3,721	47,479	54,088	64,450
EU 15		484	3,695	36,044	24,855	30,805	207	1,978	20,070	16,203	22,965
BELGIUM-LUXEMBOU		0	1,518	21,914	13,303	23,918	0	823	11,882	8,639	13,164
UNITED KINGDOM		0	0	8,818	16,749	11,324	41	0	5,262	4,375	6,715
OTHER		1,756	1,705	16,570	18,749	23,107	1,337	1,343	12,124	15,318	16,933
Subtotal	-----	10,681	10,654	117,961	119,768	152,786	7,855	7,041	79,673	85,609	104,348
GRPFRT JU CNC (OEC)	KL										
EU 15		3,291	2,252	22,300	22,664	26,579	940	1,528	13,729	13,184	16,416
NETHERLANDS		2,759	1,221	15,052	8,521	15,777	652	846	10,350	5,825	11,070
JAPAN		1,047	1,183	11,995	17,668	14,625	1,339	1,133	12,166	14,849	14,377
ARGENTINA		0	0	4,399	317	4,496	0	0	1,348	645	1,953
GERMANY		105	61	2,884	931	3,910	33	40	1,261	554	1,257
ISRAEL		0	538	2,412	4,875	3,553	0	115	743	1,357	7,257
OTHER		343	638	3,772	6,004	5,617	538	546	5,274	6,330	7,257
Subtotal	-----	4,682	4,611	44,879	51,527	54,870	2,816	3,323	33,260	35,964	40,678
FRESH VEGETABLES											
FR ASPARAGUS(OCT)	MT										
JAPAN		689	324	10,261	6,246	10,410	1,943	1,864	43,997	27,534	44,501
CANADA		95	99	5,505	4,471	5,577	274	243	13,952	12,257	14,163
EU 15		86	41	1,056	1,287	2,247	201	103	2,919	4,168	3,340
SWITZERLAND		0	6	1,083	1,988	1,083	0	30	3,958	6,598	3,960
OTHER		14	22	227	196	227	44	29	854	687	854
Subtotal	-----	884	491	18,132	14,188	18,544	2,462	2,269	65,680	51,243	66,818
FR ONIONS(OCT)	MT										
JAPAN		3,309	5,451	130,642	69,103	142,128	966	1,584	38,466	16,421	41,391
CANADA		9,283	8,199	104,761	97,337	111,727	2,592	2,775	43,386	34,371	45,284
OTHER		6,686	5,441	51,231	30,846	57,412	1,955	1,974	16,659	10,449	18,350
Subtotal	-----	19,477	19,090	286,633	197,286	311,267	5,513	6,333	98,511	61,241	105,026
CANNED VEGETABLES											
CNO SWT CORN(AUG)	MT										
EU 15		2,791	1,849	2,791	1,849	46,309	2,291	1,346	2,291	1,346	35,341
JAPAN		1,984	4,346	1,984	4,346	45,654	1,697	3,848	1,697	3,848	35,581
TAIWAN		1,779	1,407	1,779	1,407	21,174	708	1,277	1,708	1,556	18,564
GERMANY		1,499	458	1,499	458	18,415	1,192	356	1,192	356	14,318
HONG KONG		1,040	821	1,040	821	17,451	847	706	847	706	14,333
UNITED KINGDOM		840	652	840	652	13,042	732	439	732	439	10,029
OTHER		2,360	2,507	2,360	2,507	35,753	2,163	2,355	2,163	2,355	29,581
Subtotal	-----	8,955	10,930	8,955	10,930	166,341	7,706	9,532	7,706	9,532	134,401

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
August 96

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
CND TOM PAS(JUL)	MT										
CANAOA		4,967	5,756	7,455	9,210	45,326	4,373	3,874	6,480	6,583	37,231
JAPAN		295	1,416	955	2,714	12,354	241	1,102	785	2,147	10,120
EU 15		0	91	0	2,240	6,190	0	663	0	1,390	4,313
KOREA, REPUBLIC		121	208	330	1,517	9,205	124	164	308	465	3,421
ITALY		0	595	0	1,983	3,258	0	328	0	1,055	3,266
OTHER		601	3,095	1,542	5,743	17,863	579	1,693	1,383	3,247	13,681
Subtotal:-----		5,985	11,426	10,282	20,423	87,641	5,317	7,495	8,955	13,832	70,767
CNO TOM SAUCE(JUL)	MT										
CANAOA		4,460	4,208	9,252	10,109	54,007	4,371	4,061	8,534	8,993	49,485
JAPAN		419	564	684	840	6,116	335	799	578	1,136	6,143
EU 15		244	382	378	675	5,305	465	481	673	931	5,929
OTHER		1,150	1,581	1,916	2,671	14,992	1,441	1,228	2,328	2,299	15,589
Subtotal:-----		6,273	6,734	12,231	14,295	80,420	6,612	6,569	12,113	13,359	77,147
FRZN VEGETABLES											
FZN SWT CORN(JUL)	MT										
JAPAN		1,839	2,691	4,575	6,013	40,120	1,703	2,509	4,349	5,606	35,756
HONG KONG		329	566	590	887	3,872	269	368	491	578	2,878
CANADA		208	254	513	548	3,323	187	212	432	466	2,852
OTHER		1,211	981	2,225	1,390	11,658	855	771	1,677	1,100	9,012
Subtotal:-----		3,587	4,491	7,903	8,838	58,972	3,014	3,860	6,948	7,740	50,498
FZN F FRY(JUL)	MT										
JAPAN		12,283	13,850	28,505	28,452	183,767	8,916	10,161	20,551	20,991	135,152
KOREA, REPUBLIC		1,158	3,410	2,571	3,808	21,956	784	1,670	1,858	2,562	13,121
HONG KONG		1,925	5,734	2,345	4,627	21,136	1,262	1,816	2,870	3,084	13,999
OTHER		10,891	12,196	27,396	22,715	123,078	8,384	8,812	20,448	16,588	91,407
Subtotal:-----		26,256	31,190	62,817	59,601	349,937	19,346	22,459	45,726	43,226	256,280
TREE NUTS											
ALMONOS UNSH(JUL)	MT										
INDIA		376	459	598	1,187	6,323	887	1,161	1,437	2,926	15,128
JAPAN		1,018	0	1,522	0	4,669	2,543	0	3,831	0	12,500
EU 15		75	351	227	524	3,457	181	915	503	1,295	8,031
GERMANY		72	44	122	64	1,178	174	119	296	129	2,883
OTHER		149	144	177	165	2,331	339	332	423	386	5,655
Subtotal:-----		1,618	954	2,525	1,875	16,779	3,950	2,408	6,195	4,606	41,315
ALMNO SH/PREP(JUL)	MT										
EU 15		13,425	8,698	23,120	22,083	170,076	51,624	44,650	94,524	91,233	559,077
GERMANY		6,085	3,887	9,929	9,223	62,871	22,345	18,413	39,673	36,847	211,429
JAPAN		2,547	1,482	3,915	3,752	40,454	9,661	9,581	15,247	16,856	93,264
NETHERLANDS		1,124	639	1,905	2,881	20,915	4,356	3,776	8,089	10,839	53,497
FRANCE		1,136	1,244	1,706	4,456	18,587	3,094	6,390	7,837	10,149	57,972
CANAOA		1,031	1,480	4,696	3,353	54,766	9,332	6,273	15,927	8,225	41,184
OTHER		2,597	1,341	4,512	3,790	54,490	9,412	6,262	15,783	12,834	135,794
Subtotal:-----		19,600	12,001	33,242	30,978	281,745	74,028	63,068	131,481	125,448	829,318
WALNUTS SH(AUG)	MT										
JAPAN		386	510	386	510	7,676	1,578	2,453	1,578	2,453	31,804
EU 15		259	88	259	88	5,116	649	390	649	390	11,865
CANAOA		149	250	149	250	2,110	533	719	533	719	7,678
SPAIN		43	11	43	11	1,794	207	66	207	66	3,998
ISRAEL		46	53	46	53	1,459	158	261	158	261	6,776
OTHER		167	354	167	354	3,931	594	831	594	831	12,495
Subtotal:-----		1,008	1,254	1,008	1,254	20,291	3,511	4,655	3,511	4,655	70,618
WALNUTS UNSH(AUG)	MT										
EU 15		76	268	76	268	48,199	130	498	130	498	92,596
GERMANY		0	80	0	80	14,603	0	152	0	152	27,908
SPAIN		40	108	40	108	13,877	76	193	76	193	25,912
ITALY		0	0	0	0	9,842	0	0	0	0	19,021
NETHERLANDS		0	0	0	0	4,135	6	0	6	0	8,223
OTHER		147	281	147	281	9,266	300	535	300	535	17,962
Subtotal:-----		223	549	223	549	57,464	431	1,034	431	1,034	110,558
HOPS&PRODUCTS											
HOP PELTS(SEP)	MT										
BRAZIL		105	60	2,829	2,168	2,829	546	192	14,879	11,226	14,879
CANAOA		117	127	1,352	1,397	2,352	774	833	9,139	9,532	9,139
EU 15		57	27	1,095	628	1,095	321	155	7,044	3,553	7,044
JAPAN		0	0	451	326	451	0	0	2,873	1,264	2,873
COLOMBIA		0	0	435	20	435	0	0	2,578	2,17	2,578
GERMANY		9	27	418	193	418	34	155	2,705	939	2,705
OTHER		34	23	706	986	706	143	117	3,433	4,734	3,433
Subtotal:-----		313	237	6,903	5,524	6,903	1,782	1,298	39,947	29,926	39,947
HOP EXTRACT(SEP)	MT										
EU 15		122	41	1,499	1,438	1,499	2,281	525	23,750	21,474	23,750
MEXICO		11	4	735	489	735	118	85	15,944	13,202	15,944
GERMANY		6	10	624	467	624	135	108	9,542	6,539	9,542
BRAZIL		20	26	458	313	458	167	283	5,350	6,624	5,350
COLOMBIA		0	12	427	345	427	0	272	7,160	3,144	7,160
KOREA, REPUBLIC		2	0	311	102	311	58	0	3,470	2,205	3,470
OTHER		112	55	1,024	843	1,024	1,267	806	14,957	13,157	14,957
Subtotal:-----		266	137	4,454	3,530	4,454	3,890	1,971	70,630	56,806	70,630
HOPS, NSPF(SEP)	MT										
EU 15		17	4	1,544	2,279	1,544	120	25	9,651	11,478	9,651
GERMANY		0	0	1,108	1,604	1,108	0	0	6,842	7,204	6,842
UNITED KINGDOM		17	4	1,605	1,418	1,605	120	25	8,512	3,675	8,512
MEXICO		26	13	189	342	189	175	122	1,494	2,129	1,494
BRAZIL		0	0	169	12	169	0	0	957	1,126	957
JAPAN		0	0	146	152	146	0	0	941	889	941
OTHER		38	40	445	351	445	315	436	2,795	3,469	2,795
Subtotal:-----		81	56	2,492	3,135	2,492	609	584	15,838	18,092	15,838
WINE											
GRAPE WINE(JAN)	KL										
EU 15		4,117	6,889	34,970	46,346	55,735	6,460	14,464	56,340	91,075	93,678
UNITED KINGDOM		1,679	3,686	19,991	23,872	32,530	3,004	8,842	35,412	50,873	58,288
CANAOA		2,608	3,133	17,534	21,336	27,167	4,969	5,619	30,944	39,449	50,421
JAPAN		1,688	1,323	11,102	10,612	16,441	2,971	2,200	18,206	18,327	28,072
SWITZERLAND		541	382	5,492	5,861	8,250	909	630	8,752	9,568	13,023
OTHER		1,431	2,107	14,566	16,994	23,481	2,229	3,313	21,309	27,285	35,122
Subtotal:-----		10,386	13,834	83,663	101,149	131,073	17,538	26,227	135,550	185,704	220,316

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
MARKETING YEAR BEGINNING AS INDICATED
August 96

COMMODITY AND COUNTRY		QUANTITY				VALUE (1,000 DOLLARS)					
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
FR FRT & MLNS											
FR APPLES(JUL)	MT										
NEW ZEALAND		4,028	7,899	11,332	17,758	49,027	5,552	7,362	15,086	16,548	35,798
CANADA		1,340	1,423	2,592	3,032	71,883	3,667	739	1,108	1,490	27,528
OTHER		6,362	3,668	9,609	9,166	168,629	3,689	943	5,522	3,021	27,624
Subtotal:-----		11,730	12,990	23,534	29,977	168,729	9,908	9,044	21,715	21,059	102,950
FR PEARS(JUL)											
CHILE	MT	0	0	18	90	33,339	0	0	6	28	15,641
ARGENTINA		0	0	0	0	15,637	0	0	0	0	10,261
OTHER		56	5	56	5	8,366	50	3	50	3	8,109
Subtotal:-----		56	5	74	95	57,341	50	3	56	31	34,013
APRICOT (MAY)											
CHILE	MT	0	0	0	0	1,344	0	0	0	0	1,504
NEW ZEALAND		0	0	0	0	310	0	0	0	0	855
OTHER		0	40	6	58	16	0	78	9	111	855
Subtotal:-----		0	40	6	58	1,670	0	78	9	111	2,477
PEACH-NEC(MAY)											
CHILE	MT	0	0	0	2	40,677	0	0	0	2	30,485
OTHER		163	251	181	251	392	166	234	180	234	416
Subtotal:-----		163	251	181	253	41,069	166	234	180	236	30,901
PLUM-PRUNE(MAY)											
CHILE	MT	0	0	2	280	19,655	0	0	6	312	16,487
OTHER		30	43	67	86	514	32	59	99	128	12,310
Subtotal:-----		30	43	70	367	19,879	32	59	106	440	16,797
FRESH GRAPES (MAY)											
CHILE	MT	0	0	1,600	4,208	273,685	0	0	1,201	4,072	250,990
MEXICO		5	92	80,492	59,956	80,569	3	40	82,696	86,724	82,797
OTHER		3	0	7	254	5,250	4	0	9	254	4,141
Subtotal:-----		9	92	82,098	64,418	359,503	7	40	83,906	91,050	337,929
FR RASPBRY(JAN)											
CANADA	MT	41	1,217	6,361	4,562	6,362	73	2,339	11,560	8,930	11,568
OTHER		13	1,219	1,118	1,295	1,664	78	7	3,544	3,888	5,695
Subtotal:-----		55	1,219	7,479	5,856	8,026	151	2,346	15,104	12,818	17,263
FR STRAWBRIS(JAN)											
MEXICO	MT	0	0	24,817	27,855	25,894	0	0	42,112	50,620	43,626
OTHER		5	2	142	432	790	14	4	300	573	2,077
Subtotal:-----		5	2	24,959	28,287	26,684	14	4	42,412	51,193	45,702
FR BANANA(JAN)											
COSTA RICA	MT	78,417	83,910	616,464	622,981	958,125	25,294	25,991	197,598	200,331	306,323
EQUADOR		72,671	64,620	670,124	584,861	931,648	19,711	18,036	184,871	163,447	256,231
OTHER		142,054	159,693	1,178,748	1,339,651	1,774,148	41,971	44,802	335,819	378,235	499,891
Subtotal:-----		293,143	308,224	2,465,337	2,547,493	3,663,821	86,976	88,829	718,288	742,013	1,062,445
FR MANGO(JAN)											
MEXICO	MT	14,231	10,895	112,125	138,638	114,746	11,156	4,873	98,307	80,196	100,600
OTHER		915	56	22,378	22,117	27,647	844	214	15,446	14,425	23,031
Subtotal:-----		15,146	10,951	134,503	160,755	142,393	12,000	5,088	113,753	94,621	123,631
FR PINAPLE(JAN)											
COSTA RICA	MT	5,481	4,347	53,036	50,057	76,991	1,923	1,935	18,819	18,914	27,389
HONOURAS		1,969	1,386	23,739	22,385	33,148	456	387	6,926	6,229	8,972
OTHER		863	3,470	9,582	15,262	12,525	290	1,681	2,334	5,098	3,234
Subtotal:-----		8,312	9,203	86,358	87,704	122,664	2,668	4,003	28,079	30,242	39,596
FR CANILPE(MAY)											
MEXICO	MT	133	0	27,367	37,493	130,055	26	0	8,738	11,101	39,141
COSTA RICA		0	0	5,291	3,210	61,327	0	0	2,133	1,217	28,640
GUATEMALA		0	0	4,722	4,739	55,075	0	0	1,518	1,618	15,690
OTHER		0	47	3,133	5,074	77,095	0	17	7,761	1,112	20,169
Subtotal:-----		133	47	40,512	50,516	323,563	26	17	13,150	15,247	103,840
FR MELON,OT(MAY)											
MEXICO	MT	0	0	12,246	9,719	55,740	0	0	4,627	3,181	19,311
COSTA RICA		0	0	970	3,590	17,027	0	0	391	1,210	7,408
OTHER		53	0	3,719	3,928	48,588	19	0	932	1,620	17,302
Subtotal:-----		53	0	16,935	14,237	121,354	19	0	5,950	5,011	44,022
FR ORANGES(NOV)											
AUSTRALIA	MT	4,737	5,234	5,376	10,168	5,523	5,623	8,636	6,245	15,636	6,391
MEXICO		0	0	7,589	7,401	7,589	0	0	2,922	3,196	2,922
OTHER		848	673	3,587	3,207	4,926	216	314	1,211	1,125	1,652
Subtotal:-----		5,585	5,907	16,552	20,776	18,038	5,839	8,950	10,380	19,957	10,967
CANNED FRUIT											
CND MANDRN(JAN)	MT										
EU 15		100	929	22,578	2,570	23,299	99	1,044	22,004	2,506	22,831
SPAIN		98	929	22,570	2,566	23,290	95	1,042	21,989	2,500	22,803
CHINA, PEOPLES R		45	1,207	10,525	5,138	10,811	44	1,211	9,546	5,272	9,817
OTHER		0	0	460	251	460	4	0	558	275	258
Subtotal:-----		146	2,137	33,564	7,959	34,570	147	2,256	32,109	8,054	33,207
CNO BLK OLV(NOV)											
EU 15	MT	852	1,033	9,264	11,799	10,964	1,940	2,473	20,796	27,765	24,733
SPAIN		823	888	7,741	10,185	9,197	1,870	2,107	17,282	23,687	20,510
MOROCCO		421	968	4,677	5,821	5,215	888	2,260	9,321	13,321	10,441
OTHER		4	1	39	116	115	8	3	84	250	245
Subtotal:-----		1,277	2,003	13,988	17,736	16,303	2,836	4,737	30,190	41,346	35,440
CND GRN OLV(NOV)											
EU 15	MT	2,415	3,130	27,278	25,626	33,202	7,878	8,683	82,387	74,718	100,701
SPAIN		2,413	3,111	26,927	25,444	32,838	7,867	8,618	81,628	74,210	99,890
OTHER		266	1,120	2,000	1,397	2,245	410	199	3,125	2,612	3,528
Subtotal:-----		2,681	3,250	29,277	27,023	35,447	8,288	8,883	85,512	77,330	104,229
CNO PEACH(JUN)											
EU 15	MT	285	1,117	2,270	3,932	10,568	174	655	1,359	2,624	7,087
GREECE		281	1,113	2,239	3,897	10,489	160	642	1,299	2,554	6,898
OTHER		288	226	803	1,201	3,532	216	189	563	884	2,539
Subtotal:-----		573	1,344	3,073	5,133	14,100	390	844	1,922	3,508	9,626
CNO PINAPLE(JAN)											
PHILIPPINES	MT	12,101	11,110	80,159	81,940	124,605	6,799	7,640	44,003	52,954	72,287
THAILAND		4,254	7,793	83,991	64,780	99,474	2,397	5,611	43,912	45,875	53,336
OTHER		8,579	7,144	36,991	60,583	71,416	2,635	6,975	15,120	38,071	31,492
Subtotal:-----		24,934	28,047	200,541	207,303	295,495	11,832	20,226	103,034	136,900	157,115
DRIED FRUIT											
ORO APRCT(JUL)	MT										
TURKEY		666	438	1,242	723	14,091	1,176	1,056	2,079	1,628	28,562
OTHER		47	92	55	126	1,533	182	392	2,224	503	1,576
Subtotal:-----		713	529	1,307	850	14,625	1,358	1,447	2,303	2,130	30,138

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
MARKETING YEAR BEGINNING AS INDICATED
August 96

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
DATES(SEP)	MT										
PAKISTAN		1	67	1,757	3,172	1,757	2	81	1,708	3,170	1,708
CHINA, PEOPLES R		6	24	592	620	592	6	54	868	1,103	868
OTHER		16	0	414	850	414	7	0	834	1,693	834
Subtotal:-----		26	91	2,764	4,652	2,764	78	135	3,410	5,968	3,410
ORD FIG(SEP)	MT										
EU 15		0	0	1,134	823	1,134	0	0	2,736	1,919	2,736
GREECE		0	0	1,069	802	1,069	0	0	2,572	1,849	2,572
TURKEY		19	0	1,420	678	1,420	16	0	1,927	1,239	1,927
MEXICO		98	0	365	307	365	326	0	1,209	916	1,209
OTHER		2	14	28	45	28	7	5	71	73	71
Subtotal:-----		119	14	2,948	1,853	2,948	348	5	5,943	4,147	5,943
ORO RAISIN(AUG)	MT										
MEXICO		1,180	1,230	1,180	1,230	8,370	935	1,054	935	1,054	7,796
CHILE		264	326	264	326	1,724	326	382	326	382	2,006
OTHER		132	61	132	61	2,013	140	72	140	72	2,045
Subtotal:-----		1,577	1,616	1,577	1,616	12,107	1,401	1,508	1,401	1,508	11,847
FRUIT JUICE(SSE)											
APPLE JUIC(JUL)	KL										
ARGENTINA		37,330	37,291	80,062	72,066	314,057	13,070	12,556	27,716	24,681	110,229
EU 15		7,042	6,436	19,852	19,904	218,220	3,222	1,937	8,217	8,643	95,527
GERMANY		5,160	3,330	11,004	10,722	159,519	2,374	6,296	4,511	7,447	65,952
OTHER		23,080	23,477	43,199	70,344	309,039	7,863	9,081	14,392	27,179	114,986
Subtotal:-----		67,452	67,204	143,113	162,314	838,316	24,156	24,574	50,321	60,503	317,741
FCOJ(OEC)	KL										
BRAZIL		11,357	26,613	267,344	427,199	390,548	2,859	6,683	53,363	108,626	82,477
MEXICO		12,925	2,820	223,443	132,253	248,924	3,301	1,714	52,992	39,035	59,483
OTHER		4,333	2,467	52,084	93,481	89,074	3,222	1,762	17,006	28,034	20,438
Subtotal:-----		28,616	37,900	562,871	651,933	729,546	7,282	10,160	123,361	175,695	162,397
GRAPE JU(JAN)	KL										
ARGENTINA		3,442	21,393	16,217	125,080	51,315	852	6,426	4,302	33,322	12,785
CHILE		2,088	2,217	7,301	12,295	14,711	539	684	2,049	6,489	4,076
OTHER		1,710	2,656	17,575	10,732	22,740	801	1,071	6,888	5,856	9,260
Subtotal:-----		7,239	26,266	41,094	158,107	88,766	2,191	8,180	13,238	45,668	26,121
PNEAPL JUCN(JAN)	KL										
THAILAND		6,011	10,699	83,545	84,080	97,211	1,133	3,565	14,814	27,592	18,019
PHILIPPINES		8,521	4,929	67,910	59,111	114,084	1,050	7,747	9,180	9,248	16,167
OTHER		1,414	5,752	12,599	30,507	29,319	361	1,890	3,005	9,628	6,517
Subtotal:-----		15,946	21,380	164,054	173,698	237,613	2,544	6,202	26,998	46,468	40,703
PNEAPL JUNC(JAN)	KL										
PHILIPPINES		7,267	4,002	37,303	23,935	51,400	2,258	1,226	11,562	7,447	16,003
THAILAND		813	1,119	9,314	10,540	18,013	652	708	7,516	5,196	10,398
OTHER		2,685	5,105	8,104	8,090	14,794	521	69	1,581	1,629	2,632
Subtotal:-----		10,765	5,226	54,721	42,565	84,208	3,430	2,002	20,660	14,272	29,036
FROZEN FRUIT											
FZN STRBRY(OEC)	MT										
MEXICO		404	160	25,235	19,909	26,227	325	122	23,823	16,187	24,480
OTHER		14	8	688	239	701	89	52	1,979	567	2,239
Subtotal:-----		418	168	25,923	20,147	26,928	415	183	25,802	16,754	26,719
FRESH VEGETABLES											
FR BEANS(OCT)	MT										
MEXICO		67	33	12,492	18,587	12,543	104	49	20,186	20,001	20,264
OTHER		814	147	1,369	511	1,656	605	114	1,076	4,495	1,360
Subtotal:-----		881	180	13,860	19,097	14,198	709	163	21,262	20,496	21,624
FR CARROT(OCT)	MT										
CANADA		7,053	5,881	63,114	59,751	73,712	2,490	1,889	19,056	16,415	22,668
MEXICO		2,176	3,647	25,126	32,107	27,215	346	647	3,879	5,340	4,195
OTHER		39	208	220	652	242	46	42	182	241	202
Subtotal:-----		9,268	9,736	88,460	92,510	101,168	2,881	2,579	23,116	21,996	27,065
FR CABBAGE(OCT)	MT										
CANADA		2,701	2,501	20,942	25,636	25,106	659	703	5,528	7,033	6,713
MEXICO		670	894	7,860	12,713	8,547	104	156	1,576	2,272	1,620
OTHER		0	0	34	20	34	0	0	25	10	23
Subtotal:-----		3,372	3,395	28,837	38,369	33,687	763	859	7,129	9,315	8,428
FR CELERY(OCT)	MT										
MEXICO		0	0	20,052	23,076	20,056	0	0	8,950	4,797	8,951
OTHER		1,445	1,082	22,136	24,697	24,951	401	319	7,770	682	8,337
Subtotal:-----		1,445	1,082	22,188	24,773	24,006	401	319	9,720	5,479	10,289
FR CUCMBR(OCT)	MT										
MEXICO		3,592	3,239	214,454	276,028	216,388	897	1,013	118,845	105,671	119,326
OTHER		1,241	1,683	20,426	17,648	21,095	655	998	7,530	8,708	8,193
Subtotal:-----		4,832	4,922	234,880	293,676	237,483	1,553	2,011	126,375	114,379	127,519
FR CAULFLWR(OCT)	MT										
CANADA		1,119	2,137	2,723	3,448	3,383	421	897	980	1,403	1,216
MEXICO		0	1	1,948	1,012	1,965	0	1	542	4,405	549
OTHER		15	0	27	0	27	15	0	23	0	23
Subtotal:-----		1,134	2,138	4,698	4,460	5,375	436	899	1,545	1,808	1,787
FR GARLIC(OCT)	MT										
MEXICO		342	449	15,980	16,422	16,004	344	687	20,135	18,890	20,144
OTHER		299	176	6,496	5,290	6,681	423	277	8,904	7,221	9,106
Subtotal:-----		641	625	22,476	21,712	22,685	767	964	29,039	26,111	29,250
FR TOMATO(OCT)	MT										
MEXICO		25,666	34,418	504,453	647,005	534,344	14,386	16,276	350,101	581,530	366,385
OTHER		2,705	5,401	23,675	43,936	26,427	3,843	7,761	37,536	79,241	39,682
Subtotal:-----		28,372	39,818	528,128	690,942	560,771	17,929	24,037	387,336	660,772	406,067
FR ASPARG(OCT)	MT										
MEXICO		1,447	1,710	21,044	17,724	21,447	2,040	2,447	35,745	31,983	36,319
PERU		672	903	7,428	9,931	9,226	1,149	1,699	11,542	15,086	14,544
OTHER		215	258	3,624	4,448	3,959	275	392	4,460	9,927	4,800
Subtotal:-----		2,334	2,870	32,096	30,103	34,632	3,464	4,538	51,747	52,996	55,664
CANEO VEGETABLES											
CNO TOM PST(JUL)	MT										
MEXICO		0	0	0	0	7,987	0	0	0	0	5,149
ISRAEL		266	602	320	708	3,549	247	501	289	598	2,929
CHILE		532	59	1,647	59	2,349	396	44	1,200	44	1,810
OTHER		76	42	236	168	1,351	63	58	1,180	180	1,373
Subtotal:-----		874	703	2,203	935	15,236	706	603	1,669	822	11,261

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
MARKETING YEAR BEGINNING AS INDICATED
August 96

COMMODITY AND COUNTRY REGION	QUANTITY				VALUE (1,000 DOLLARS)						
	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	
CND TOM SAUCE(JUL)	MT										
EU 15	133	403	412	960	6,605	87	532	637	2,090	9,995	
CANADA	546	452	1,032	868	10,790	420	322	815	1,693	7,386	
SPAIN	0	111	100	544	2,038	0	357	340	1,839	7,081	
OTHER	931	197	1,771	213	6,222	1,315	251	1,885	1,268	5,395	
Subtotal:-----	1,609	1,052	3,214	2,043	23,616	1,822	1,105	3,337	3,051	22,776	
FR ONION(OCT)	MT										
MEXICO	4,872	4,361	178,160	216,397	181,755	4,287	3,937	109,444	123,633	112,729	
OTHER	1,378	2,774	31,522	40,281	33,020	1,066	1,306	14,738	16,940	15,472	
Subtotal:-----	6,250	7,134	209,683	256,679	214,775	5,353	5,243	124,182	140,573	128,201	
CND TOMATO(JUL)	MT										
ISRAEL	5,131	186	5,571	204	19,674	3,204	95	3,480	104	11,947	
EU 15	1,699	2,258	2,613	4,302	20,409	323	715	1,726	1,005	5,747	
CHINA	1,637	565	2,396	2,229	11,725	811	305	1,538	1,183	2,569	
ITALY	1,160	2,006	2,520	3,874	19,475	313	644	1,698	1,165	3,508	
OTHER	105	406	401	876	6,871	41	179	1,446	1,446	3,479	
Subtotal:-----	8,272	3,416	11,981	7,611	58,679	4,379	1,295	5,905	2,919	26,743	
CND MSHROOM(JUL)	MT										
CHINA, PEOPLES R	2,892	3,006	6,726	9,482	23,912	6,358	4,661	14,649	10,686	46,720	
INDONESIA	1,044	1,606	2,345	5,825	12,771	5,771	3,565	6,154	6,435	15,124	
OTHER	1,830	1,541	2,721	5,224	12,525	5,303	3,033	8,769	6,289	43,290	
Subtotal:-----	5,767	6,154	12,793	12,744	57,215	13,432	11,259	29,572	23,410	125,134	
FROZEN VEGETABLES	MT										
FZN BROCLI(SEP)											
MEXICO	9,857	7,858	147,045	160,546	147,045	5,518	4,500	85,384	86,277	85,384	
OTHER	4,833	3,216	19,111	22,530	19,111	3,864	2,284	13,903	16,527	13,903	
Subtotal:-----	14,690	11,074	166,156	183,077	166,156	9,382	6,784	99,287	102,804	99,287	
FZN CAULFLR(SEP)	MT										
MEXICO	515	434	23,066	16,387	23,066	388	330	14,886	10,062	14,886	
OTHER	322	333	2,611	1,847	2,611	208	233	1,757	1,333	1,757	
Subtotal:-----	837	767	25,677	18,234	25,677	596	562	16,642	11,393	16,642	
FZN POTATO(SEP)	MT										
CANADA	10,478	14,373	157,531	178,331	157,531	6,483	8,978	94,960	109,287	94,960	
OTHER	54	5	300	283	300	12	12	394	407	394	
Subtotal:-----	10,532	14,377	157,832	178,614	157,832	6,545	8,990	95,354	109,693	95,354	
TREE NUTS	MT										
PISTACHIO NSH(SEP)											
TURKEY	0	0	68	230	68	0	0	210	609	210	
CHINA, PEOPLES R	0	0	68	32	68	0	0	112	49	112	
OTHER	0	14	2	22	2	0	100	8	113	8	
Subtotal:-----	0	14	138	284	138	0	100	330	771	330	
CASHEW NUT(AUG)	MT										
INDIA	2,728	3,731	2,728	3,731	27,355	12,193	19,745	12,193	19,745	134,902	
BRAZIL	2,151	2,373	2,151	2,373	25,018	10,187	11,223	10,187	11,223	121,183	
OTHER	1,84	901	1,84	901	5,085	7,85	4,006	7,85	4,006	25,976	
Subtotal:-----	5,062	7,005	5,062	7,005	57,458	23,165	34,975	23,165	34,975	279,061	
FILBERTS(AUG)	MT										
TURKEY	650	107	650	107	4,395	2,328	311	2,328	311	14,816	
OTHER	8	10	8	10	658	52	34	162	34	1,142	
Subtotal:-----	659	117	659	117	5,053	2,380	345	2,380	345	15,958	
PECANS NSH(SEP)	MT										
MEXICO	83	0	19,219	20,122	19,219	113	0	37,949	27,608	37,949	
OTHER	0	0	41	0	41	0	0	68	0	68	
Subtotal:-----	83	0	19,260	20,122	19,260	113	0	38,016	27,608	38,016	
WINES	KL										
CHMP&SPRK WN(JAN)											
EU 15	2,259	2,772	12,308	13,562	29,944	20,537	28,214	116,713	142,687	288,832	
FRANCE	657	891	4,137	4,994	9,930	13,423	18,959	81,636	103,064	200,949	
ITALY	989	1,126	4,406	4,038	11,200	4,554	5,883	19,749	20,235	50,900	
OTHER	13	95	106	106	277	39	47	308	354	1,051	
Subtotal:-----	2,272	2,784	12,404	13,669	30,222	20,576	28,261	117,021	143,041	289,884	
FT&VERM WN(JAN)	KL										
EU 15	1,175	1,370	8,377	9,056	13,386	4,894	6,855	36,811	42,262	58,756	
PORTUGAL	154	215	1,098	1,326	1,761	1,654	2,710	11,925	15,275	18,828	
ITALY	672	745	4,534	5,175	7,204	1,470	2,036	11,164	13,575	17,754	
SPAIN	250	309	2,209	1,715	3,466	1,255	1,579	10,782	8,475	16,754	
OTHER	62	12	247	207	381	276	55	998	1,061	1,568	
Subtotal:-----	1,237	1,381	8,624	9,263	13,766	5,170	6,910	37,809	43,324	60,324	
OTH GP WINE(JAN)	KL										
EU 15	14,974	21,114	110,878	137,064	177,249	50,134	73,243	399,923	506,049	662,411	
FRANCE	4,858	8,444	38,330	50,276	60,100	23,571	30,051	197,304	235,348	340,241	
ITALY	8,332	10,694	60,285	71,426	94,502	20,717	35,774	156,015	218,241	248,296	
OTHER	4,469	8,656	31,746	53,980	51,104	11,512	19,637	79,266	128,608	128,815	
Subtotal:-----	19,444	29,769	142,624	191,044	228,353	61,646	92,881	479,189	634,657	791,226	
OTH WN PROO(JAN)	KL										
JAPAN	119	169	1,092	1,080	1,599	521	593	5,146	4,744	7,428	
EU 15	656	472	3,155	3,358	5,180	810	513	4,477	4,063	6,959	
UNITED KINGDOM	504	368	1,185	1,112	3,711	559	350	2,333	2,069	3,340	
OTHER	211	73	1,293	1,436	1,998	245	155	1,918	1,846	1,857	
Subtotal:-----	986	713	5,537	5,877	8,777	1,575	1,261	11,541	10,653	17,244	
CUT FLOWERS	NONE										
ROSES(JAN)											
COLOMBIA	0	0	0	0	0	7,227	7,431	72,503	92,658	99,585	
ECUADOR	0	0	0	0	0	2,164	2,251	18,363	24,807	27,952	
OTHER	0	0	0	0	0	1,184	1,208	10,005	17,827	24,604	
Subtotal:-----	0	0	0	0	0	10,575	10,890	110,870	135,292	152,141	
CARNATIONS(JAN)	NONE										
COLOMBIA	0	0	0	0	0	6,046	5,866	73,754	88,162	109,471	
OTHER	0	0	0	0	0	252	257	3,930	3,861	3,995	
Subtotal:-----	0	0	0	0	0	6,298	6,124	76,684	92,024	113,466	

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